Amsterdam, Australia

and Hillier Parker-Landauer

Associates Inc. - U.S.A.

No. 28,403

Monday February 23 1981

Government let the

miners win to avoid

possibility of defeat

Secretary, admitted vesterday sense, it is suggested, he may that the Government gave in to the miners last week because PAGE ONE—

it believed the alternative was

Mr. Biffen, who is regarded as

one of the more hardline mone-

tarists in the Cabinet, defended

the Government's retreat argu-ing that Government rhetoric

sometimes bore little relation to

the gradualist and pragmatic policies being pursued. He was speaking on ITV's Weekend

"If this last week has been

something of a watershed in the

life of this Parliament," he said,

"then perhaps for the second half of this Purliament there

will be a much more ready

recognition that the Covern-

ment is pursuing a gradualist

and a sensible and a practical

policy, rather than a hard line

The gap between Government policy and rhetoric has been

identified before by some of the

so-called "Cabinet wets" but Mr.

Biffen's comments are regarded

as having more weight, partly because of this previous support

for much of the Prime Minis-

ter's rhetoric, and partly because Mrs. Thatcher herself

suggested that he, rather than

another minister, should appear

BY ROGER BOYES IN BONN

WASHINGTON and Bonn

appear to be heading for a new

row over Europe's defence spending share within the

NATO alliance, Mr. Frank Carlucci, deputy U.S. Defence

The U.S. was not prepared to

irces in Europe, uniess owier

allies boosted their defence

efforts, he told a military con-

ference in Munich. Mr. Car-

lucci seemed to be aiming many

of his criticisms at West Ger-

many, which has planned a

slight drop in defence spending

for 1982, even before inflation

Herr Hans Apel, German

Defence Minister, defended

Bonn's defence contribution in

the past ten years, but said Ger-

many was facing serious financ-

Some German

is taken into account.

ing problems.

weekend.

Secretary, gave the Reagon and Europe. Administration view at the Mr. Carling

World programme.

theological policy."

defeat.

MR. JOHN BIFFEN, the Trade on the programme. In that to test its authority in this area. Secretary, admitted vesterday sense, it is suggested, he may Mr. Biffen admitted that other

PAGE ONE—
This week the Government will be involved in a crucial tripartite meeting with the miners and the National Coal Board on the subject of pit closures, cash limits and coal imports. The results of the water workers ballot on industrial action will also be seen

trial action will also be seen

as an important test of the Government's ability to stand

up to public sector unions.

Mr. Biffen conceded that the

Government's retreat had been

"acutely embarrassing." but defended it as a wise response to a situation in which there

would have been either no victors, or a victory for the

"I didn't come into politics to be a kamikaze pilot," he said. "What we have seen

demonstrated over the past week is the capacity of certain sec-

tions of organised labour to

exercise an extra-Parliamentary authority which is almost baronial. There are a limited

number of people in key areas of the economy, vital minorities who can exercise this strong

U.S. and Bonn face clash

criticisms as a policy statement.

They were convinced that his

speech heralded a fresh con-

frontation between Washington

tain the political conditions and

modernisation of long range

This was a reference to dis-

gruntlement in and out of the

parliaments of West Germany.

Holland and Belgium with the

slow progress of arms control-talks with Moscow. The Left-

wing of West Germany's ruling

Social Democrat Party (SPD) is

stressing that such talks are a

precondition for the stationing

of new U.S. nuclear weapons in

over defence spending

interpreting Mr.

weapons."

massive industrial action, the the pressures Government had been wise not not be happy."

forces of the Left.

PUBLISHED IN LONDON AND FRANKFURT



DENMARK Kr 5.00; FRANCE Fr 4.50; GERMANY DM 2.0; ITALY I 900; NETHERLANDS FI 2.0; NORWAY Kr 5.00; PORTUGAL Esc 50; SPAIN Pto 75; SWEDEN Kr 6.00; SWITZERLAND Fr 2.0; EIRE 30p; MALTA 25c CONTINENTAL SELLING PRICES: AUSTRIA Sch 15; BELGIUM Fr 28;

groups of workers might be

influenced by the Government's handling of the miners and

hinted that further changes

were needed in industrial rela-tions legisation. The modesty

of the changes attempted so

Secretary defended the Govern-

needs 1 100 per cent success

the pressures on industry can-

could be sold.

Faced with the spectre of cult period-anyone who sees

DEWS SUMMARY

GENERAL

Soviet warships sail to Africa

The Soviet Union has sent war-ships to Mozambique and pro-mised to aid the country if it is threatened by South Africa. The move follows the South African commando raid last month on houses in Maputo, the Mozambique capital.
Two Soviet warships have arrived at the ports of Beira

Brezhnev speech

Western observers will be studying a major speech today Soviet President Leonid Brezhnev-to be made at the country's 26th Communist Party Congress — for signs of a mugher foreign policy. Back

laving record

tonal Savings net intake was record £431.3m in January, the Government is on course rise £2bn from the personal petor in the year to April 5. ork Page

Steel proposals

A clampdown on state aids to promote more mergers are proposed in two European Commission reports. Back Page Back Page and Lombard, Page 12

Envoy tipped

John Jeffry Louis, a Johnson's Wax director, who has contributed heavily to Republican Party funds, has been tipped as the next U.S. Ambassador to Britain. Back Page

Rescue battle A man drowned and six others

-including the crew of a lifeboat which capsized - survived after a small fishing boat overturned off Tynemouth.

Ron Grainer, who composed the long term, the CBI said. Page 4

Maigret, Steptoe and Son and Dr. Who television themes, died

Threat from Peru Peru said it would attack

Ecuador if it continued to infiltrate troops across the border in the Condor mountains.

Grocery prices The Financial Times grocery

prices index rose marginally his month due to small inreases in the cost of most foods. U.S. jets likely

Britain is moving closer to a

decision to buy up to 100 adcanced versions of the Harrier iump jet fighter, worth about E1.2bn, from the U.S., rather than develop a new version of the UK aircraft. Page 4

Clore challenge

Channel Island-based executors of the estate of the late Sir Charles Clore are challenging the right of English courts to hear a tax claim against the e-tate. Page 6

Sotelo confident

Leopoldo Calvo Sotelo expects to win today's confidence vote in Spain's Parliament and to form a Government on Wednes-day. Page 2

Golfer's triumph

Britain's Peter Tuplin set a world record tournament aggrecate hy winning the \$90,000 Nigerian Open in 255 (63, 66, 62, 64) at par-71 Inoyi.

Briefly...

F. W. Woolworth is to open opticians' units at two stores next month. Page 6

i BOMB placed in the basement of the U.S.-financed Radio Free Europe in Munich injured eight.

CONTENTS

Soviet Congress: task of Lombard: Samuel Brittan five-year plan Aircraft: \$50bn gap in 15 Management: productivity

14 on world trade 12 Justinian: Lords deliver a sharp rebuff 12

deal in Perkins Engines 10 Editorial comment: pres-

Appointments
Sase Lending Rates
Building Notes ...
Rusinessmen's Dry

For latest Share Index phone 01-246 8026

BUSINESS

Three big mergers under scrutiny

● DIRECTOR of Fair Trading is believed to have recom-mended Monopolies Commission intervention in three planned mergers: European Ferries' bid ness; BR's plans to merge Sea-speed with Hoverlloyd; and Enserch's intended bid for Davy Corporation, Back Page

and Maputo, and further ships are on their way. Page 2 JEBSENS, the Norwegian shipping group, plans to sell a 49 per cent stake in its UK offshore drilling operation to UK investors. The sale is expected to raise £25m. Back

> • GENERAL MOTORS is expected to launch a big costcutting exercise after last year's record losses. As many as 19,000 jobs-10 per cent of the whitecollar workforce—could go.

• BANK OF ENGLAND Board composition is likely to be changed next month, and new directors will probably be appointed. Page 4

EEC steelmakers and a relaxa- first review of British Rail's ion of competition rules to investment needs before Easter. BR's plans call for spending almost £2.4bn by the year 2000.

> • PRIVATE SECTOR investment in urban renewal and job creation projects in run-down city areas are expected to qualify for tax relief after next month's Budget. Page 5

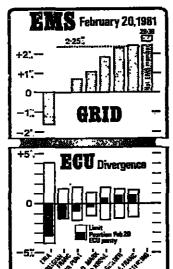
• NIGERIA is reconsidering plans to build one of the world's biggest liquefied natural gas plants, after having doubts about finance and long-term profitability. Page 3

STOCK RELIEF reform proflawed in principle and will TV composer dies lease the companies sector substantially worse off in the

● LLOYD'S External Members the Bill to improve Lloyd's selfregulation. A new one is likely to be elected at a March 11 meeting. Page 4

@ MEXICO's economy grew by 7.5 per cent last year, but imports of capital goods and steel products to aid its expansion meant a trade deficit of \$4.2bn (£1.8bn), up 14 per cent.

D-MARK gained ground in the European Monetary System towards the end of last week after moves to raise German interest rates by the Bundesbank on Thursday. The French franc remained the strongest member of the system, but was only slightly above the Dutch guilder the close on Friday. The Italian lira was again the weakest EMS currency.



The charts show the two constraint The charts show the two constraints on European Monetary System exchange rates. The upper grid based on the weakest currency in the system, defines the cross rates from which no currency (except the Iria) may move more than 2½ per cent. The lower chart gives each currency's divergence from its central rate." against the European Currency Unit (ECU), itself a basket of European currencies.

> Bilbao, one of the largest commercial banks in Spain, was to acquire Citibank's 49 per cent stake in Grindlays Bank, of London, has failed.

Talks were ended toward the end of last year because Bilbao was unable to reach agreement about Grindlays' future with Lloyds Bank. Lloyds owns 41 per cent in Grindlays Holdings, a quoted

Grindlays Holdings, a quoted company which in turn holds the 51 per cent of Grindlays Bank.
Grindlays' banking business includes branch banks in countries such as India and Sritune as a minority shareholder in a bank where Lloyds Bank effectively had ultimate control.

big Spanish banks, first ludi-

Grindlays last summer. Before an offer for the Citibank shares, it commissioned Arthur Andersen, the international accounting firm, to make an investigation into Grindlays.

The report is thought to have heen satisfactory. Banco de Bilbao then approached the board of Grindlays Bank where it appears to have had a very

Banco de Bilbao, one of the It offered either to sell its stake most European minded of the or buy out Lloyds. "There followed a long period

PLAN by which Banco de cated its interest in buying into of negotiation with Lloyds, but ; they could not agree on a Value for the Grindlags Bank shares. At that point Glibank said it conted to get on ."

The same director described the present shareholding posi-tion of the Grindlays group as Indicrous." He expected Lloyds to put in a bid for complete control of the holding company and the bank. Sources in the bank confirm

that Lloyds Bank is willing to buy out the Citibank stake. Another Lloyds official described the situation as "a stalemate which could go on for several years. Neither Lloyds nor Citibank can consolidate Grindlays into their own accounts. And neither has a complete voice in running the

Imports of coal threat to pit peace

By Hazel Duffy and Christian Tyler

THE two biggest customers of coel, the State power and steel industries, are threatening to rekindle the miners' rebellion by refusing to co-operate with the Government's plan for cut-

All miners on strike last week are expected to be back at work this morning following the far was underlined by the events of the past week. Later another of the Cabinet's Government's promise last week of action on imports and "movement" on the National Coal Board's finances. hardline monetarists, this time

To deal with the politically sensitive imports question, which miners leaders saw as Sir Keith Joseph, the Industry ment's failure to carry out its policy of non-intervention, Comsecond only in importance to the menting on BBC radio on the now-withdrawn list of pit closures, the Government is expected on Wednesday to offer massive cash handouts given to British Leyland and now in prospect for British Steel and the NCB a subsidy to match the the National Coal Board, he said price of imports, mainly from Australia, the U.S. and Poland. the Government had not en-Officials of the National Union

Having inherited the problem of Mineworkers said yesterday of loss-making nationalised inthey wanted the imports to be brought down to an "irreduce-able minimum." This means in dustries, the Government and the suppover had to accept responsibility for them until practice about 1m tonnes needed they either became profitable or for blending with domestic coal. Imports have been running at Asked whether he was as Sni tonnes in this financial year depressed, disillusioned and disappointed as he was re-parted to be. Sir Keith said: and were expected to fall to about 5 on tonnes in 1981-82. The British Steel Corporation,

"Manufacturing industry is going through an acutely diffiwhich is the second biggest customer of the NCB, expects to import 2.3m tunnes of coal in 1981-82 and consume 4.5m tonnes supplied by the NCB. The Corporation maintains that it must import some of its coking coal in order to get the desired quality, particularly if

The corporation admits, however, that price has become an increasingly important factor in its decision to import coal. mainly from the U.S. and Poland. Last summer, it became involved in a public row with Nichans of Berne University.

Mr. Carlucci told the Euro- the NCB about prices, threatenpeans that they would have to ling at one point to import all its play a more active role in main- coking coal requirements. Agreement was reached in September 1980, however, for taining the security of the Gulf. though he conceded that this BSC to huy 4.5m tonnes from rontation between Washington would have to be done on a and Europe. bilateral basis. NATO would Mr. Carlucci gave three funds- remain essentially a vehicle for involved an NCB subsidy of more than £40m mental messages to the Euro- European and Atlantic defence.

The Central Electricity Gener-The U.S. was not prepared to pean allies in his Munich speech. Mr. Geoffrey Pattie. Under-update and strengthen its He said the allies should "main-Secretary of State for Defence, ating Board, meanwhile, has to get it to renegotiate some the public supp of necessary for that under certain circumstances import contracts. Under an arrangement made two years could be used outside NATO ago, the CEGB buys 75m tonnes Eritish lobbying among NATO of NCB coal a year. It expects to import about 2m tonnes in 1981-82, mostly from the U.S. and Australia. ties is likely to be intensified when the Prime Minister meets There were still rumblings

from the miners yesterday as their officials prepared for a Continued Back Page

Howe curbed by Treasury gloom as Budget nears

BY PETER RIDDELL. ECONOMICS CORRESPONDENT

A GLOOMY new Treasury view of the economic and financial outlook over the next year has further restricted the freedom of manoeuvre of Sir Geoffrey Howe, the Chancellor, in fram-ing his Budget to be disclosed two weeks from tomorrow.

Most significantly, public sector borrowing in the 1981-82 financial year looks likely to be substantially higher than expected when the initial pre-Budget assessment was made early in January.

It therefore looks increasingly unlikely that there will be any large-scale or across-the-board tax cuts for industry, although a small reduction in the employers' national insurance surcharge is possible in the The tax burden on wage-earners is certain 10 rise

Influence

The main priority is a large reduction in Minimum Lending Rate-possibly of two or three points from the present 14 per cent—both to reduce the financial squeeze on industry and to lower the sterling exchange

The impact of the strong pound on the economy has clearly emerged as the major contern of policymakers. A significant new factor has been the intervention of Professor Alan Walters, the Prime Minit is to obtain the efficiencies ister's personal economic advi-from its newer large blast ser, who has argued that an ister's personal economic adviexcessively strict monetary, policy in the UK has pushed up the pound. The discussions have been

influenced by a controversial special report pointing to this conclusion from Professor Jurg The main constraint on tax

changes is the level of public sector borrowing. The initial Treasury forecasts at the beginning of this year suggested that borrowing might be around £10.5bn in 1981-82 on the basis of existing policies. That is after taking account of the £2bn tax increases announced last November and is on the working assumption that income tax duties are raised in line with inflation The latest Treasury assess-

ment-and new projections have been produced almost weeklys that borrowing is likely to be well over £11tm in 1981-82, and possibly about £12bn. This increase is partly because

of the extra amounts granted

to various parts of the public sector, notably BL, with further large sums sought by British Steel. The extra money going to the National Coal Board in 1981-82 as a result of last week's concessions will not on its own alter the Budget deci-sions but will further compli-cate the Chancellor's problems.

In addition, borrowing will be boosted because the recession now looks likely to be even deeper than previously expected, although officials still hope a recovery will have started by the middle of this

Sir Geoffrey apparently helieves that borrowing should be reduced below this level, partly to provide the pretext for cutting MLR.

The pre-Budget discussions have involved a review of the medium-term financial strategy and of monetary policy, in the light of both the substantial overrun of last year and the increased emphasis on the exchange rate.

Sterling M3, the broadly-defined money supply, is now widely seen as a flawed indicator of short-term trends but it is likely to be retained as the main target on a two-to-threeyear view.

However, a more formal emphasis than before is likely to be placed on a series of other monetary measures in fixing short-term interest rates.

Positive

There is unlikely to be an exchange-rate target as such in the immediate future but the level of sterling in relation to domestic monetary conditions: now likely to be taken account of in MI:R decisions.

A more positive view is now being taken in London about the possible linking of sterling to other EEC currencies in the European Monetary System. This link is particularly favoured by some Bank of England officials. While a move is not imminent, the EMS question is now on the horizon rather than being beyond it. The related issues of mone

THE REPORT OF THE PARTY OF THE

thresholds and indirect tax tary controls are still being fiercely debated in the Bank and the Treasury with Professor Walters adding his voice in favour of a more direct control on the resources available to the banks through a monetary base system. Record rise in National Savings.

Back Page. Tax relief likely, Page 5

Germany wins big Libya orders By ROGER BOYES IN BONN VEST GERMAN and Austrian ompanies have won orders orth several billion Deutsche tarks for the construction of wo electro-steel works in abya. A second electro-steel works in abya. A second electro-steel works in abya. The deals are among the most aluable clinched by West aluable clinched WEST GERMAN and Austrian

companies have won orders worth several billion Deutsche Marks for the construction of two electro-steel works in Libya.

The deals are among the most valuable clinched by West Germany in the Arab world and will come as a boost to other German companies which had progress of infrastructural investment by oil producers.

The West German Krupp steel and enginering group said yesterday it is to lead a consortium to build one of the steel works at a cost to Libya of about DM 1.5bn (£295.8m). The works, at the coastal town of Misurata, will be a turnkey project, involving the construc-tion, delivery and electrical installation of plant as well as personnel training.
Steel slabs will be produced.

which will then go to refining

BY MICHAEL LAFFERTY, BANKING CORRESPONDENT

ing of Dusseldorf and by Voest Alpine of Austria. Although no immediate figure

was placed on this deal, industrial sources estimated that the irder—along with an electrical installation contract shared between Korf and Siemenswould be well in excess of DM 1ba. Clearly the two con-ortions

Krupp consortium includes Voest Alpine, while the

supported this point, adding

a peacetime deployment force

countries for a wider, more

active response to Soviet activi-

President Reagan in Washington

Thatcher's line came at a mili-

tary conference in Munich yes-

Continued on Back Page

indication of Mrs.

boundaries

later this week.

year. The project should be completed in four to five years Libya, which is rapidly ex-

pending its industrial bases, is proving a good market for German companies. Several other steel-related contracts are still under negotiation and Under the West German plant construction convern, recently won a DM 200m order for the have maintained steady links in design and construction of a the lengthy accountation period, upon fertilizer plant. German companies appear

to have been aided by the wealt-Korf-Voest consortium will be ness of the Deutsche Mark supplying processes jointly against other major trading cur-developed by Krupp and Vuest, pencies, which has given them The Krupp consortium also a new-found competitive edge includes Mannesmann Anlagen- in a particularly tough market.

Hyster not only offers quality and long term economy. We offer a truck matched to your exact needs. So you pay only for what you want. A truck that is

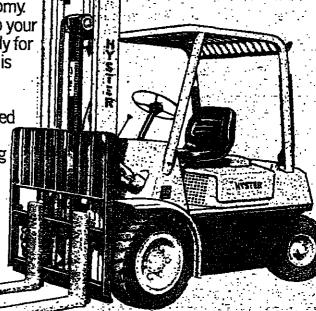
A truck that is engineered from the ground up for low operating costs and unfailing reliability. To minimise Banco de Bilbao bid for Grindlays fails downtime and maximise productivity

ergonomically designed for

maximum driver efficiency.

And a truck that, at the end of the day, will yield an additional return in the form of a high resale value.

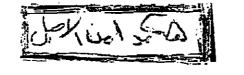
So if you're looking for bigger dividends. Check out Hyster. Today



Hyster from Barlow Handling.

Barlow Handling Limited Head Office: Airheld Estate, Maidenhead. Tel-Littlewick Green 2151

RELAND A HEMasser Ltd. Tel Dublin 264511 Bellast 617126 Cork 508604 Built stronger to work longer



GM may cut up to 10% of workforce

BY IAN HARGREAVES IN NEW YORK

GENERAL MOTORS, which last is planning to sell its tall office year lost \$763m, more than in building on the south-eastern any other year in its history. appears to be on the verge of another major cost reduction exercise. Following a series of briefings in Detroit last week for hundreds of GM executives from around the world, white collar staff are bracing themselves for a cut in the salaried workforce of up to 10 per cent.

That would mean a reduction of almost 19,000 jobs worldwide and would save the company over \$550m a year by estimates.

GM in common with the other U.S. motor companies. has been working hard at reducing overheads during what has a 10 per cent cut announced last spring, has only been about

The company also announced year of 1979. recently that it would move to 700 of its 1,100 New York-hased employees as a costspurring rumours that the corporation

corner of Central Park, one of the most valuable pieces of property in Manhattan and probably worth \$450m. GM has denied the office

building rumour and said of the discussions at last week's meeting that no decision had been made about further cuts in the workforce. It is also working on the timing of its approach to the United Autoworkers Union to try to negotiate down, or away entirely, bonuses due to manual workers from their cost of living indexed three-year pay contract between now and mid-1982.

Hourly rate labour costs for GM in the U.S. rose last year by 21 per cent, a rate of increase become the longest slump in 21 per cent, a rate of increase the U.S. industry's history, but which the management says it cannot sustain in such troubled times. The contract was negotizted in the middle of the boom

In return for a re-opening or contract talks, GM leaders have spoken of the possibility of profit-sharing schemes for manual workers

Vote of confidence for Portugal's Prime Minister

BY DIANA SMITH IN LISBON

SR. FRANCISCO BALSEMAO, Portugal's prime Portugal's prime minister, received a reasonably comfortable vote of confidence from his Social Democrat Party (PSD), in resterday elections for the National Council.

Sr. Balsemao had presented his own list of candidates for the council including the party's prominent personalities, and excluding some hard liners.

The hard liners, led by Sr. Eurico de Melo, and Sr. Anibal Cavaco Silva, and all former assured.

members of the Government. presented an oppostion list. Sr. Balsemao's list got 20 of the 30 seats on the National Council. Two Government Ministers, including Sr. Alvaro Barreto, who is responsible for taking forward Portugal's European Community negotiations,

are on it. It is considered that, although : the Right-wingers and those opposed to the President received a substantial number of votes, Sr. Balsemao's power comfortably now

Peru warning to Ecuador

LIMA—Peru has said it will attack Ecuador if the Ouito Government continues to infiltrate troops across their border in the remote Condor mountains, scene of renewed fighting over the past two days.

Peru issued a communique at the weekend describing the Ecuardorean occupation of three border posts as "acts of been retaken

The communique said Ecuador had moved its troops across the frontier after a ceasefire which took effect on February 2, and had ignored a warning to pull back its troops.

In Quito, Ecuador said it was considering breaking diplomamatic relations with Peru. The guarantor nations of a

1942 treaty defining the frontier -the U.S., Chile, Argentina and It said the positions Brazil - met urgently in Lima Reuter

Spain PM confident of victory this week

By Robert Graham in Madrid

SPAIN IS expected to have a new government by Wednes-day, headed by Sr Leopoido Calvo Sotelo, outgoing Deputy Premier for Economic Affairs. His associates says he fully expects to pass the second round confidence vote ip Parliament this afternoon.

On Friday, Sr Calvo Sotelo fell seven votes short of obtaining the 176 vote overall majority necessary in a first round vote of confidence on his government programme. Under the constitution, he can seek a second rote and only needs a simple

majority. Unless the voting pattern changes, he is bound to be endorsed, having won the full backing of his Union de Centro Democratico's (UCD) 165 deputies plus four

There were 158 votes

against, principally from the Socialists, Communists. Basque nationalists and members of the right-wing Coalicion Democratico. There were 17 abstentions by the Catalan and Andalusian nationalists and six absentees. During the two days' debate on Sr. Calvo Sotelo's pro-gramme the doubts raised concerned much more the unity of the UCD than the ability of the Premier-designate. Sr. Calvo Sotelo gave equivocal replies to questions on topics such as divorce, which are controversial within his party. However, he

He wants to act quickly to stem a sense of drift, within the UCD and in the country as a whole, created by the sudden resignation three weeks ago of Sr. Adolfo Suarez, as Prime Minister

emerged from the debate, which he handled with agility

and panache, with his reputa-

He has to deal with a serious resurgence of activity by ETA, the militant Basque separatist organisation. On Friday, ETA's political mili-tary wing which has been silent recently, claimed re-sponsibility for kidnapping three honorary consuls.

This act seemed designed to gain publicity and propa-ganda at a time when ETA's hard-line military faction has been recouping support. following the death in police custody of Sr. Jose Arregui, one of its members.

However, the Government also faces a revolt by senior police officials, especially those dealing with terrorism. They have been angered by what they regard as a wave

Soviet Union sends warships to Mozambique

it is threatened by South Africa. The move follows last month's South African commando raid on houses in a suburb of Maputo, the Mozambique capital.

The warning was given at the weekend by Mr. Valentin Vdovin, the Soviet Amhassador to Mozambique, who confirmed that two Soviet warships had arrived at the ports of Beira and Maputo and further ships were on their way.

constitutes the most members of the exiled African

warships to Mozambique and two South African soldiers were South African military officials promised to aid that country if killed, and follows claims by both Mozambique and South forces and hardware on either side of the border.

Mr. Vdovin told reporters in Maputo that a friendship and co-operation treaty had been in existence between his country and Mozambique since 1977.

"We are not threatening anyone but if anyone attacks us or our friends we will give an appropriate response, he said. The treaty included co-operation in military matters aimed at dramatic reaction so far to the strengthening Mozambique's South African raid, in which 10 ability to defend itself, he said. The presence of the Soviet

THE SOVIET UNION has sent National Congress (ANC) and warships was dismissed by the Mozambique government Africa of a build-up of military after the raid than a serious threat to South Africa.

> But General Magnus Malan, the South African Minister of Defence and former chief of the South African Defence Force, warned last week that the Soviet Union was planning a "second front" against South Africa in Mozambique in addition to the guerrilla war being waged on the border of Angloa and South African-ruled Namibia (South

He claimed there were 250 Soviet tanks, 400 armoured

West Africa.)

rather as a morale booster for sophisticated system of antiaircraft missiles in Mozambique. Hitherto, South Africa and

Mozambique have managed to coexist pragmetically, in spite of their opposing ideologies. South Africa is Mozambique's largest source of non-oil imports, while Manuto is an important port for South African exports. Mozambique also provides South Africa with hydro-electric power from the Cabora Bassa scheme.

raid on what it claimed were country. The area is one where ANC guerrilla bide-outs in South Africa claims the ANC guerrilla hide-outs in Mozambique has certainly raised the rhetorical temperature.

cars, an unspectined induced with the Portuguese news mig-21 fighter aircraft, and a end, the Portuguese news sophisticated system of anti-agency ANGOP suggested that aircraft missiles in Mozambique. MiG-21 aircraft stationed at Beira in central Morambique might be moved south to Haputo to counter any South African raids

Meanwhile, the South African Defence Force has denied a report from Angola, by the Yugoslav news agency Tanku that South African troops had destroyed an important railway bridge near the town of Bala, However, the South African some 150 miles inside the dissident Unita guerrilla move-

MPs attack growing censorship in Iran

BY TERRY POVEY IN TEHRAN

tarians representing Tehran Mr. Bazargan's premiership, are constituencies, including Mr. menor bazargan, former transan tion Movement (ILM), a Prime Minister, have called for political grouping founded in a mass rally next Thursday to the early 1960s by Mr. Bazargan Mehdi Bazargan, former Iranian tion publicise their belief that in- and the creased censorship by the Taleghani. authorities is effectively silenc- The ILM ing the country's political oppo- a sition.

Mr. Bazargan was Prime in November of the same year. He and three other prominent deputies will address a mass rally at Tehran's university. As deputies, we are com-

problems facing the country but, due to restrictions on us in the Parliament and the mass media, this is not possible," they said

The deputies, all of whom

associated with the Iran Libera-Movement late AyatoHah

The ILM yesterday published a strongly-worded open letter throwing its weight behind Ahmad Khomeini, the son of Minister in the provisional Iran's revolutionary leader, who government that ruled from the last week protested strongly at revolution in February 1979 to the recent physical attack on the seizure of the U.S. embassy Ayatollah Lahouti, a clerical moderate

Ayatollah Lahouti said at the ekend: "I demand that the authorities arrest those who led the attack and that they do not pelled to give our views on the cover up this matter as they have done other things."

Reacting to this sort of criticism of the authorities in the last few days, the fundain explaining the need for a mentalist Islamic Republican party is using the occasion of

aimed at defending its central role in Iran and at reasserting itself as the party with the backing of Ayatollah Khomeini.

Ayatollah Mohammed Beheshti, the party general secretary, said on Saturday that since its very birth, the IRP had been under attack by "the U.S. and the oppressors" as well as by "eclectics and

Another party leader, Hoja-tolislam Hashemi Rafsanjani, who is also the Speaker of the Parliament, said yesterday that the party had been formed with the approval of Ayatollah Khomeini because "we realised from the very beginning the importance of organisation."

In the course of two years. the failure to have their candidate elected President, "due to candidate," was the only reverse

FOUR IRANIAN parliamen- held ministerial positions during a series of articles and speeches catalogue of successful activities by the party.

Observers see the remarks of both Dr. Bebeshti and Mr. Rafsanjani as part of the continuing debate concerning the record of the Islamic republic from the revolution through to its second anniversary celebrated recently. Those supporting President Abolhassan Bani-Sadr and groups such as the II.M tend to paint a dismal picture of growing chaos accompanied by the threat of a new dictatorship. Their fundamentalist opponents, led by the IRP. speak of glowing succe in such things as the formation of new institutions, the Construction Crusade and the revoorganisations Intionary

• In the past 48 hours two

European partners would do

with respect to the Middle East



Mr. Bazargan . . . call for mass protest rally

which no group has yet claimed any responsibility. On Saturday also, seven Revo-

date elected President, "due to bombs have exploded in Tehran, lutionary Guards were killed in a small error in our choice of it was reported yesterday. Two an ambush by smugglers in the people were killed and 15 in south-eastern province of Balmmentioned in Mr. Rafsanjani's jured in the explosions for chistan, the state radio reported

PLO team

No U.S. plan for Palestine talks WASHINGTON—The Reagan Strip, would be resumed. He its territory. Mr. Haigh said he Administration has told Israel said he and Mr. Shamir con and Mr. Shamir discussed the

revive the Palestinian autonomy decided.

Mr. Alexander Haig, the U.S. every intention of pushing on Secretary of State, told reporters with the Middle East peaceyesterday after conferring with making process, which he Mr. Yitzhak Shamir, the Israeli Foreign Minister, that more preparatory discussions were needed before the month-old be possible for the U.S. to could proceed with U.S. media-

The Secretary of State would predict when the talks. aimed at granting autonomy to Palestinians living in the Israeli-

it has no immediate plans to sidered having further meetings but nothing firm had been

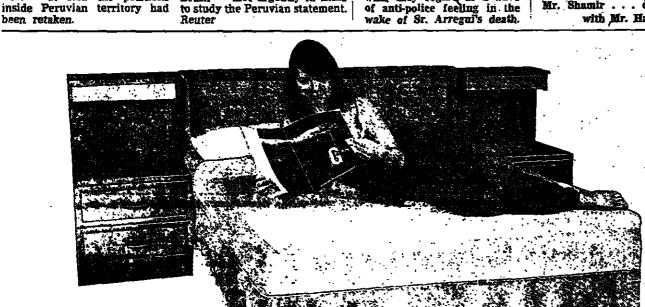
Mr. Haig said the U.S. had described as vitally important. At the same time, a Reagan to others, a reference to West aide, told Congress that it might European peace-making efforts. Administration supply extra equipment for Saudia Arabia's 60 American European initiative, saving: "We built F-15 fighter aircraft with would hope that anything our endangering Israel's

security. Israel has fiercely opposed would be consistent with and such a move, saying the aircraft reinforce the ongoing process." could be used in an attack on —Reuter.

ordered to leave Sudan issue at length, adding: "Clearly there are differences

KHARTOUM-Sudan yes perday ordered the Pakestine Liberation Organisation (PLO) representative in Khartonin to leave the country with three of his .. we hope to work them out." Mr. Shamir has told Congressmen that Israel wants the autonomy talks to resume soon. He said that if the U.S. did not ides in 48 hours, the Sudan News Agency reported.
Mr. Khalid Abdalla Rama move, the stage would be left dan, also known as Abuhari han, was accused of hostility Mr. Haig was careful neither against the Sudan Governto criticise nor encourage the

> The agency said Sudan sent a message to the PLO head-quarters in Beirut explaining why the four were being expelled and asking for their



Who made G-Plan feel at he

Who else but Wrexham?

Wrexham, where G-Plan is currently busy producing its exciting new Springtime range of bedroom furniture.

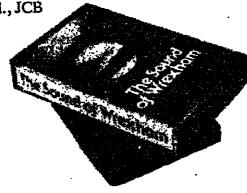
G-Plan chose Wrexham for the following powerful reasons:

- An excellent industrial relations record
- Rent-free periods in advance factories • Easy access to major markets
- Special Development Area and EEC financial

Welsh Development Agency assistance

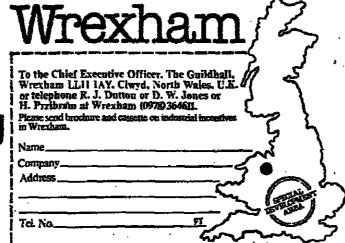
We've done great things for others too. Companies like GKN, Kellogg's, Metal Box

Limited, Continental Can, Lego UK Ltd., JCB



and Tetra-Pak are prospering in Wrexham alongside less well known but equally thriving firms who between them are investing over £100,000,000 in the borough.

We've prepared a special ten minute compact cassette recording, featuring the comments of industrialists, trade unionists and ordinary working people on the many aspects of life in Wrexham. We'll be delighted to send you this cassette, without charge, along with our colour brochure. Just post us the coupon.



Liberals win Australian by-elections

By Colin Chapman in Sydney MR. MALCOLM FRASER, the Australian Prime Minister, this weekend achieved a convincing political victory when the Liberal Party won three Federal by-elections, the most important of which was bitterly fought on the major issue of flat rate

income tax.

The result of the seaf of McPherson, in the rich Gold Coast area of Queensland, was a considerable rebuff to Mr. Joh Bjelke-Petersen, the State Premier, who had campaigned hard on the taxation issue and whose National Party had greatly outspent the Liberals in publicity that denigrated Mr.

The spectacle of Mr. Fraser and Mr. Bjelke-Petersen publicly going for each other's throats during the campaign opend up the dispute between Mr. Fraser and Mr. Doug Anthony, his deputy Prime Minister, and eader of the Country Party, the Federal affiliate of the Queens-

land National Party.
Mr. Anthony proposed that
everyone in Australia would be taxed a flat 20 per cent, with all thresholds, including those for the low paid abolished, and all concessional deductions re-

moved.

Mr. Fraser repeatedly pointed out that the cost would be so great that indirect taxes would have to be raised by such an extent as to be highly inflationary. The only alternative was politically unacceptable public spending cuts. Mr. Anthony, and to some

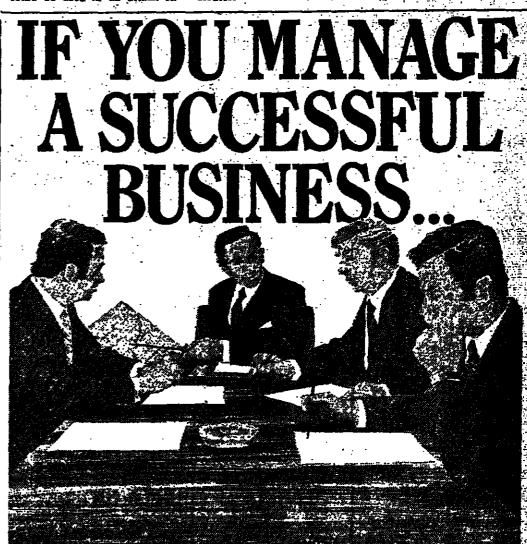
degree, the Queensland Nationalists, refined and moderated their proposal to a 25 per cent tax rate, with the deputy Prime Minister repeatedly saying that flat rate taxation was "the best proposal that has been put for ward " for reforming the present

unsatisfactory system.

The Australian Labor Party, which seems to have been on the outskirts of this campaign, drew its major blood by saying that flat rate tax was like the flat earth syndrome.

With the election over, and Mr. Fraser's authority restored the issue is unlikely to go away when Canberrar returns from the summer recess tomorrow.

FINANCIAL TIMES.



YOU'LL PREFER TO FLY A SUCCESSFUL AIRLINE

In spite of the difficulties facing the airline industry today, MEA continues to earn good profits. And it is constantly seeking opportunities for expansion into new routes to make its network even more attractive to business travellers. As a measure of its confidence in the future, MEA has ordered five new wide-bodied aircraft at a cost of £150 million, with an option to buy fourteen more.

MEA's success is due largely to its loyal and dedicated staff. People working on the ground and in the air, friendly and helpful, giving the kind of service for which the airline has been justly renowned for 35 years.

The next time you travel to the Middle East fly MEA - and share in our For further information talk to your IATA agent or MEA

80 Piccadilly, London WIV ODR, telephone 01-493 5681.



MRA 220

of EEC

clamp on

footwear

By Robert King in Taipei

THE EEC may be preparing

to place import restrictions

on Taiwan-made footwear.

which is at present subject to

limits only in the UK through a gentlemen's agreement with

the British Footwear Manu-

The European Confedera-

tion of the Footwear Industry

is disturbed by a 37 per cent increase in shipments to West

Germany, France, the UK, the

Its secretary general recently wrote a letter to

the Taiwan Footwear Ex-

porters' Association to express the "anxiety of our

member confederations" at

position of quota restrictions.

According to an official of the Exporters' Association, Italy has been agitating for

restrictions because it sees

Taiwanese imports as affect-

ing its own footwear industry.

officials claim, however, that

Talwan's exports of low- and

medium-priced items pose

little threat to manufacturers

abroad of higher quality and

Association

facturers' Association.

Netherlands. Italy Belgium last year.

the increases.

Exporters'

Nigeria hesitates on plans for £5.3bn Bonny LNG plant

BY MARK WEBSTER IN LAGOS

reconsidering plans to build one absorb the full output.
of the world's largest liquefied Opponents of the Bonny of the world's largest liquefied natural gas (LNG) plants, according to officials in Lagos.

December of preliminary contracts with the eight European companies which were to purchase half the plant's output. Negotiations are still going on with the U.S. about buying the rest of the gas, officials said.

The junior partners in the scheme, which include BP and Shell of the UK, say the profitability of the plant would be guaranteed by the 20-year

The multi-billion dollar Boany keen to see it go aneau, they should have come on stream by the mid-80s, but it has been held up by doubts tal costs than they would under the other major projects to be implemented alongside the present arrangements. within the Government over its the present arrangements. Iong-term profitability and how The Nigerian Government would be financed. The holds a 60 per cent share in The Nigerian Government

n would be financed.

holds a 60 per cent share in the period."

Government hesitation pre-Bonny LNG company. An At the same time, the guideented the signing last estimated \$7bn needs to be lines said the Government
becomber of preliminary confound for the initial investment remained committed to the found for the initial investment in the processing plant, gas pipelines and shipping. Shell and BP each have 10 per cent interest while Elf, AGIP and Phillips share the remaining 20 per cent.

What worries the oil com-panies is that escalating costs panies is that escalating costs said his own organisation was will make the plant prohibilargely in favour of the project, tively expensive if the work but that the Government neither guaranteed by the 20-year does not start by 1984, the date wished to commit such a large supply contracts which gas our proposed by the Government. chasers would sign. They are Government doubts of the valso confident that if the U.S. LNG plant first became public decided not to buy. Nigerian when the fourth national

THE NIGERIAN Government is gas, European consumers could development plan was published last month. if the world's largest liquefied Opponents of the Bonny guidelines to the plan latural gas (LNG) plants, scheme in Nigeria argue that, allocated, naira 300m (£238m) coording to officials in Lagos. if the junior partners are so to Bonny LNG for land clear—The multi-billion dollar Bonny keen to see it go ahead, they ance and studies during the executed during the fourth plan

> project and would pursue its execution in co-operation with the private sector and financing institu-

An official of the Nigerian National Petroleum Corporation pollow heavily abroad

The letter said the Con-federation had already started to take "concrete steps" to severely restrict Taiwanese footwear imports to the EEC. Those steps are seen here as leading toward eventual im-

But, as one official noted: The refinery to produce east coast. But the disclosure But, as one official noted: fubricants will be the fourth that a new refinery is to be "the taps are still controlled to be built at Yanbu and will set up indicates Saudi deter in the eastern province." Oil

one refinery. This was later

But value of the 1980 shipments, \$237m (£104m), was nearly double that of 1979 (\$126m), although it is unclear how much of this increase represents inflation rather than higher quantities.

The association said the European Confederation has ing projected exports during plling data in an attempt to

Barriers in the EEC would

Taiwan fear UK companies beat path to Riyadh

INCREASING numbers of and from repeated official urg-

opportunities for business in Saudi Arabia, according to Mr. Barry Lello, director general of the Saudi-British Economic Co-operation Office in Riyadh.

The main drive on to the market is coming from the electrical, mechanical and engineering fields. There are also a greater number of consulting engineers seeking contracts in the area-and this is the sector where British companies have

the best track record, noted Mr.

This interest in the market arises from two main factors. First there is the need of companies to keep capital employed during the domestic recession. Second there is increasing awareness of the Saudi market's potential following the publication of the £100bn third development plan, which runs from 1980 to 1985.

But it has become abundantly clear both from Saudi Arabian of factory building. Government pronouncements At the same time

way to carve a profitable niche equipment, the provision of low

ه کذامن الممل

"In almost all joint ventures, the Saudis want to see a capital stake, even if it is only 10 per cent. It is a demonstration of commitment," said Mr. Lello.

involved in about 120 joint ventures, but most are in the service industries. About 15 per cent are in manufacturing and "this is the area we need to look at for expansion," Mr. Lello

a substantial range of incentives from bodies like the Saudi Industrial Development Fund, which in some cases will put up cash to meet half the costs

in the market is through co- cost fuel and the benefits of of British Business, the Departoperation with local business preference in government pro- ment of Trade's weekly publicainterests, and preferably curement. through joint ventures. But a licence is needed to

obtaining it can be a lengthy husiness. Applications are lodged at the Foreign Capital Investment Bureau of the Ministry of Industry and Elec-So far British companies are tricity. Provisional registration has to be followed by the sub-mission of a detailed feasibility study.

Grey, general manager of Saudi Metal Industries, a joint venture in which GKN Reinforce-Once engaged with Saudi companies, British concerns in ments has a 40 per cent stake, joint ventures for new manu- a good feasibility study is. in facturing plants are in reach of any case, the secret of a suc-"There is no hortage of busi-

In the view of Mr. Peter

prepared to take on joint ventures if the feasibility study is At the same time joint ven- out as the feasibility study tunities may be limited."

tures can enjoy tax holidays, becomes the yardstick for the British companies are seeking ing in the UK that the best tariff exemptions on imported performance of that company." tion.

But, he warned, Saudi establish a joint venture, and businessmen "will look for strong proof of at least a 15 per cent return on revenue."
That is roughly the return they can receive from money placed on deposit in Bahrain.

"In most of the industrial joint ventures, the foreign partner provides the manage-ment and technical expertise." noted Dr. Solaiman Al Sulaim, the Saudi Arabian Minister of

Saudi market is a highly competitive one in which price and quality are predominant factors," he added. But it is nessmen (in Saudi Arabia) also a comparatively small home market and, said British Business, "hecause of the high cost done properly, and what is put 'of labour, the re-export oppor-

New refinery for Saudi Arabia

BY JAMAL RASHEED IN YANBU

investment Corporation toge-much I ther with OPEC funds, accord-Jubail. ing to Dr. Yousif Alturki, the

than the major industrial complex at Jubail, planned for the for the West. much more than a sideshow of from the east by pipeline.

neneral director of the Yanbu from official concern about the one refinery. This project and a director of the Iran-Iraqi war and the growth adjusted to three

Chinese state oil corporation.

Elf Aquitaine's exploration

permit covers an area of 9,200

square kilometres in the Gulf

company,

SAUDI ARABIA is planning a Royal Commission for Jubail of tension in the Gulf. The addi-Yanbu, the new industrial city

Yanbu was originally conout both crude oil and refined under development on the Red

Ceived as a smaller development products well away from the Gulf has strategic significance

be financed by the Pan-Arab mination that Yanbu should be is already beginning to flow Jubail. The Yanbu master plan.
This determination springs drawn up in 1975, called for

higher-priced shoes.

asked for a schedule cover-1980, and that it is now comprotect its current status.

put a sizeable dent in the footwear industry's growth rate, which last year registered 16 per cent in quantity and almost 50 per cent in value. year Taiwan's worldwide exports totalled 413m pairs with a value of more

Concern at upsurge in bulk carrier orders

THERE IS growing concern about the wisdom of the recent upsurge in orders for new bulk carriers. The world order book -597 ships totalling 32m dwt —is standing at its highest level since the mid-1970s, yet the medium-term outlook for some of the bulk trades, in particular steel, is far from

Dry cargo rates have been firm over the last 18 months, and there have been various

encouraging forecasts about the February edition of H. P. stantial growth in flext size level of steam coal movements Drewry's Shipping Statistics between now and 1982. over the next decade.

forecasts a doubling of shipments to 110m tonnes a year between now and 1985. In addition, the freight market has been underpinned by the fact that congestion at the U.S. coal ports has siphoned off a considerable amount of bulk ton-

According to an article in the

ver the next decade. and Economics, the recent H. P. Drewry, for example, surge of orders for large bulk surge of orders for large bulk extra tonnage is to be fully carriers is "almost wholly utilised, there will have to be attributable" to the bright a revival in the fortunes of the prospects forseen for the steam world steel industry and this coal trade.

Drewry notes that, if the may not occur until 1985.

In addition, large combina-Drewry estimates that, for tion curriers, which can carry ships of more than 125,000 dwt. either oil or dry bulk, have the current order book is equal been attracted into this market to 139 per cent of the existing because of the depressed state fleet—which implies very sub-

Elf finds oil in China Sea

ELF-AQUITAINE, the French, the Gulf of Beibu, south of

state-owned oil company, has Hong Kong. announced that it has found . The two French companies encouraging traces" of oil in signed offshore oil exploration agreements with China in May.

Elf said it had discovered the 1980. Under the so-called traces at a depth of 3,200 "shared risk" contracts, they metres in an exploration well in are sharing the costs of explorathe Gulf of Bohal, roughly on tion and the proceeds of even-the same latitude as Peking that oil production with the Final evaluation of the traces would be delayed until the well had been terminated.

The Elf-Aquitaine announcement followed hard on the heels of Bohai, and the drilling is of a similar statement by the being carried out by a specially-French Total group, that it had created subsidiary company,

Γ.

Japan deal on **Gulf LPG**

TOKYO-Seven Japanese trading companies and oil refiners have signed contracts with the Abu Dhabi National Oil Corporation (ADNOC) to import about 1.22m tonnes of lique-fied petroleum gas (LPG)

An official of Idemitsu Kosan, a major oil refiner-distributor, said it was necessary to pur chase more LPG to cope with a possible shortage

The other six companies are Mitsui, Bridgestone, Liquefied Gas, Mitsubishi, C. Itoh, Gas. Mitsubishi, C. Itoh, Maruzen Oil and Showa Oil.

Italians in Peking tie-up

BY OUR WORLD TRADE STAFF

ANIC, a member of Italy's research laboratories in Milan ment agreement with the Ravenna. Ministry of Chemical Industry • Italy has proposed the estabof China for a long-term joint lishment of a joint commission research project in the petro- for economic and technical cochemical and synthetic polymer operation with Malaysia, AP-DJ

The agreement was signed in Chemical Industry, Sig. Gabriele Cagliari, general manager

headed by the Minister, visited

Government-run ENI group, has and Monterotondo as well as signed a research and develop- various ENI industrial plants at

reports from Kuala Lumpur. Sig. Baldassare Armato, the Rome by Mr. Wu Jincheng, the Italian Deputy Foreign Trade Chinese Minister for the Minister, said the commission could facilitate the setting up of joint-ventures and enhance cooperation in commerce and During a week-long visit to industry, and added that Malay-Italy, the Chinese delegation sia had agreed to consider the

World Economic Indicators

ļ		UNEMPI	LOYMENT		
] ·		Jan. '81	Dec. '80	Nov. '80	Jan. '80
UK	000s	2,419.5	2,244.2	2,162.9	1,470.6
	%	10.0	9,3	8,9	6. T
W. Germany	000s	1,308.6	7,178.5	967.5	1,036.5
i	%	5.6	4.8	4.3	4.5
i	,-	Dec. '80	Nov. '80	Oct. '80	Dec. 79
U.S.A.	000s	7,925.0	7,924.0	8,005.0	6,087.0
	%	7.5	7.5	7.6	5.9
Japan	000s	1,180,0	1.210.0	1,130.0	1,070.0
1 - 1	%	2.1	2.3	2.2	2.0
Holland	000s	322.0	297.0	278.0	217.0
· ·	%	6.3	5.8	5.4	4.2
İtaly	000s	7,829.0	1,810.0	1,797.0	1,711.0
! '	. %	8.3	8.2	8.2	7.8
Belgium	000s	431.0	425.3	425.7	367.0
	`%	10.6	10.5	10.5	9.7
France	000s	1,632.0	1,613.0	1,585.1	1,469.0
	9 <u>/</u>	7.3	7.2	ז ַ7.	6.5

found encouraging oil traces in Elf-Aquitaine-China. OULD DOUBLE THE EFFICIENCY OF BRITISH BUSINESS. DID YOU HEAR THAT?

Business today is held together by its communication system.

And listening is undoubtedly its weakest link. Most of us spend about half our business hours listening. Listening poorly. Research studies show that on average we listen at a 25% level of efficiency.

A statistic that is not only surprisingly low, but

terribly costly.

With more than 22 million workers in Britain a simple £5 listening mistake by each of them would cost £110 million.

Letters have to be retyped; appointments rescheduled; shipments reshipped.

And when people in large companies fail to listen to one another, the results are even costlier.

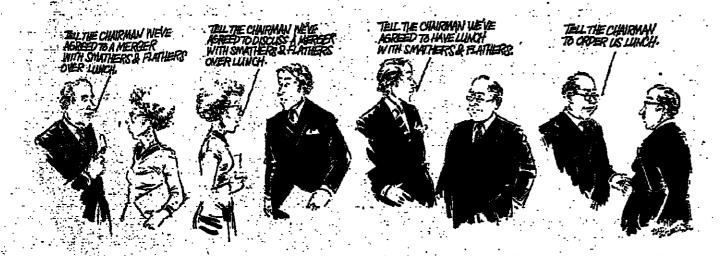
Ideas get distorted by as much as 80% as they travel through the unwieldy chain of command.

Employees feel more and more distant, and ultimately alienated from top management.

Well, as one of the world's largest companies – with 88,000 employees and five divisions – we at Sperry simply can't afford to pay the price of poor listening.

So we've set up extensive listening programmes that Sperry personnel throughout the world can take part in. From sales representatives and computer engineers to even the Chairman of the Board.

These programmes are making us a lot better at listening to one another. And when you do business with Sperry Univac, or any of our other divisions, you'll discover that it's making us a lot better at listening to you.



We understand how important it is to listen.

Sperry is Sperry Univac computers, Sperry New Holland farm equipment. Sperry Vickers fluid power systems, and guidance and control equipment from Sperry division and Sperry Flight Systems.

How good a listener are you? erry, Dept FT6 ,78 Portsmooth Road, Cobham, Sarre: ET11 11Z for facts on listening and a quiz that's both fun and a little surprising

CBI attacks

proposed

reform of

By Tim Dickson

stock relief

THE GOVERNMENT'S proposed.

reform of stock relief is flawer.

in principle and will leave the company sector substantially worse off in the longer term, the

Confederation of British In-

In a detailed critique of last

year's Inland Revenue Consulta-tive Document on stock relies the CBI deplored the fact that the proposed Green Paper of corporation tax has not get appeared. "The proper discus-sion of the reform of stock

relief could only take place in

the wider context of a discus-

sion of the future of corpora-tion tax," it says.

The Inland Revenue pro-posals, published last Novem

ber, have already provoked a

barrage of comment. The pre-sent system, introduced in the

1975 Finance Act, was designed to prevent companies paying the

tion included in conventional

Its weaknesses have become

increasingly apparent and worrying, notably the arbitrari-ness of its effect and the "claw-back" provisions under which

relief given in past years"is

recovered when a business's stock value falls.

In broad outline, the

Government's proposed scheme will give relief for the effects of

price changes generally on stocks held at the start of an

accounting period. But when stock exceeds fim in value, relief will be reduced to the

extent that this stock is financed

by trade credit or other

The basic relief proposed in

the basic relief proposed in the Consultative Document represents "a very modest improvement over the present stock relief scheme." says the CBL By removing much of the claw-back threat, it is expected to reduce companies' tax bills

by about £300m in 1981-82.

The CBI would like to see The proposed All Stocks Indexwhich the Government plans to

use to calculate the amount of

stock relief allowed—replaced by a variety of indices more closely reflecting the price movements of stocks held in individual sectors. With a

single index the reality of arbitrariness and unfairness would remain," it says.

The CBI argues that the

credit restrictions are "theoreti-cally indefensible" and would

borrowings.

on the element of stock apprec

historic cost profits.

dustry said yesterday.

By Robin Pauley

MR. RUPERT MURDOCH has moved quickly to reorganise the running of Times Newspapers by instituting a review of all marketing and adver-tisement staff and printing all the supplements outside London in the first week of ownership.

Mr. Murdoch has appointed Mr. Michael Ruda advertisement director of Times Newspapers, the post he held on the Sun newspaper owned by Mar. Murdoch's News International.

Sun success

He was responsible for the success of the Sun in advertising terms and Mr. Murdoch has asked him to repeat the exercise with The Times and Sunday Times.

He is interviewing all staff including semior executives in the advertising and marketing departments of both news papers before withdrawing the protective notices issued to all staff before the sale by

Some are being offered new contracts and some apparently being asked to leave quickly with generous redundancy payments.

New team

The jobs under discussion include the senior executives of the marketing and advertising divisions of both papers, most of whom are not expected to

This would mean a completely new management team at the top of each section of The Times, the Sunday Times and the Sunday Times colour

Since buying the papers for £12m on February 13 Mr. Murdoch has appointed a new managing director. Mr. Gerald Long. formerly chief executive of Reuters news agency.

He has also appointed Mr. Harold Evans, editor of the Sunday Times, to the same job on the Times. He will be replaced on the Sunday Times by his former deputy, Mr.

Supplements

The Times Literary, Educaweek, the first issues since Mr. | who do not work at Lloyd's. Murdoch took them over.

27 Land Street Lorden BC 12 120

Engineering prospects grim even when recession ends

BY HAZELL DUFFY, INDUSTRIAL CORRESPONDENT

EMPLOYMENT in the 180,000 lower by the end of 1981 than it was at the end of

Few of the jobs lost are expected to be re-created when the economy picks up, because of the underlying contraction of this branch of the UK economy, as well as the response to recession by employers who have taken the opportunity to make their operations more

be between 90,000 and report, has been compiled by representatives from Governunions. The authors believe that orders in the mechanical engineering industry have probably now stopped falling, but they are already below output levels and output will

> Output per employee fell during 1980, probably reflecting reduced overtime and

The forecast, the Mechanical increased short-time working, bottomed out the forecast does Engineering Short Term Trends says the report. The pressures not expect there to be any of cost competition suggest that this reduction cannot continue, ment, employers and trade so with output falling jobs must continue to be lost.

> Latest figures put total employment in the industry at 815,000 in October 1980. Since then, some of the predicted 90,000-180,000 jobs have been lost, but it is impossible to say

Although the fall in home orders has probably now

improvement throughout 1981. This is because the main sources of demand for mechanical engineering products are the programmes . investment. manufacturing industry and public authorities, both of

The Engineering Employers" Federation, which publishes the report, has long argued that
spending cuts should be concentrated on current and not report is that which shows an

CHANGES in the composition

the beginning of next month.

New directors will probably be

Mr. Christopher Dow, the

Bank's top economist, is ex-

pected to retire as an executive director as he will be 65, but he may continue to be associated

with the Bank. He has been a

director for eight years.

It appears unlikely that Mr.

Dow will be replaced as econo-

mics director. The main respon-

sibility for the Bank's economics

work will be held by Mr. David

Walker, an assistant director

with Mr. John Flemming and Mr. Charles Goodhart as the

vision South West, its new

franchise holder for the South

Western Region, are reported to

be close to an agreement which

will allow all TSW shares to be

Mr. Kevin Goldstein-Jackson,

TSW's joint managing director, says the IBA has agreed to the

voting shares.

main economic advisers.

appointed.

Changes in Bank of

England Court likely

of the Court (or board) of the executive director will probably

Bank of England are likely at be Mr. Anthony Lochnis, who is

seas side.

BY PETER RIDDELL, ECONOMICS CORRESPONDENT

TSW voting shares formula

which are cutting purchases.

plea has not met with much

orders are also Export depressed, but not as steeply as home orders. The report forecasts a slight reduction in order intake volume in the first half of 1981 as export markets feel the world recession and the strong pound contributes to some further loss of the UK market share.

Mr. Dow's success

executive directors.

responsible for the Bank's over-

He was appointed as its first

capital spending, but so far this improvement in the trade balance of engineering products.
This reflects a marked reduction in the value of imports and

of exports.

way House, Tottall Street,

EEC joint talks plan rejected

By Robin Pauley

and only associate director 2 year ago as the Bank already had its full complement of (UNICE).

The changes will have no immediate implications for the Bank's structure after last year's big reorganisation. But there are likely to be further moves in the next few years as a number of executive directors are approaching retirement age. The term of Lord Robers, non-executive director, is due to run out this year; as he is 70 a new appointment is likely.

THE INDEPENDENT Broad-casting Authority and Tele-with TSW, the Gresham Trust, wision. South West its new the Stock Exchange and soliciands of British ones

Mr. Bryan Righy, deputy directorgeneral of the CBL said. "UK employers are authority of managemen

pose considerable administrative burdens on companies and slow down decision-making. They lacked workstole safeguards about confidential information and could stop floor and beardreem

Some underwriting agents have warned overseas members

The deal, which will allow

shares to be freely transferable and listed on the Stock Ex-

change, is designed to meet the

requirements of the 1973 Broad-

casting Act by protecting the

company from an unwanted

Overseas members account

very little change in the value The substantial reduction in the level of new export orders, however, is expected to cut

exports in 1981. • Mechanical Engineering Short Term Trends, February 1981. Published by the EEF, Broad-

THE Confederation of British industry has rejected a proposal by EEC officials more compulsory consultation between management and employees in a wide range of

Rejection of the plan by the CBI colocides with rejection by the Union of Industries the European Community

The main objection was the plan to extend the original proposals for consultation and communication with multinational enterprises to include any company with a "com-plex structure." This would embrace all companies with at least one subsidiary and a total of more than 100 employees operating in one or more of the EEC countries. This could affect British

sections of about 1,700 multinational companies and thous-"The definition is absurd,"

strongly opposed to the impo-sition by law of consultative arrangements, whether nationally or internationally." A statement by UNICEsaid there were no practical or legal grounds for the proposals. It warned that such a scheme could undermine the The proposals would im-

crease conflict between the Employers supported policies for employee consulta-

have extremely damaging con-sequences for the business sector. The Inland Revenue confirms imposition of a rigid system that all its estimates based on which took no account of historical, economic or social development in member the Treasury economic model suggests that the new scheme States was unacceptable." it will help companies in the

RAF likely to have 100 U.S. Harriers

THE UNITED Kingdom is now by the new U.S. administration moving closer to a decision to in the light of the extreme buy up to 100 of the advanced determination by the U.S. moving closer to a decision to buy up to 100 of the advanced AV-8B version of the Harrier jump jet fighter from the United States, worth about £1.2bn, rather than develop a new version of the UK aircraft, the Mark 5 at a much higher

This matter is expected to be on the agenda for the forthcoming meeting in the United States between Mrs. Thatcher and President Reagan. A final decision is expected to be taken in time for inclusion in the defence White Paper to be published just before Easter.

The United States Marine Corps is already planning to buy 336 of the AV8Bs, a version developed over recent years by McDonnell Douglas of the U.S. with substantial assistance from

British Aerospace. Funding up to \$243m for fur-ther work on the AVSB, including four development aircraft and the first 12 production aircraft, was included in the 1980-81 U.S. defence budget, and a further \$231m has been allocated in the 1981-82 defence budget prepared by President Carter and now being scrutinised by President Reagan. This cash is expected to remain untouched them for the RAF.

Marine Corps to have this air-

The Harrier in its early version developed in the UK is already in service with the RAF, and the U.S. Marine Corps, while an advanced Sea Harrier is in production for the Royal

Navy.
The problem of a "Harrier causing replacement" has been causing the British Ministry of Defence considerable problems, with a choice of either joining the Americans and buying the AVSB. or developing a separate British version, the Mark 5, more specifically tailored to RAF requirements.

The latter solution however would be much more expensive than buying the AVSB. In view of the present squeeze on defence spending in the UK the Ministry of Defence is now understood to be leaning towards adopting the U.S. version.

Besides saving on development costs, the UK would also get a substantial part of the work on the Harriers built by McDonnell Douglas for the U.S. armed forces if it buys

UK, U.S. act to cut air fire risk

THE UK and the U.S. will spend over your f4.6m) in the next five years on a continued joint programme of development of a fuel additive designed to reduce risk of fire in air-

craft crashes. Called FM-9, the additive has been developed by ICI Paints Division in the UK in conjunction with the Royal Aircraft Establishment, Farnborough, and the U.S. Federal Aviation Administration. In effect, when added to normal aircraft fuel, it pre-vents "misting" in aircraft

crashes, substantially reducing possibility of the fuel possibility of the fuel igniting.

Misting of escaping aircraft fuel is a hig fire hazard, and a substantial cause of passenger deaths. Addition of FM-9 will prevent or at least reduce the "fireball" that often accompanies crashes.

It has been under development for 14 years, and has reached the stage where full-scale tests can be conducted.

These will be undertaken in both countries, and will include deliberate ignition of a large quantity of fuel from an aircraft on the ground to

New association at Lloyd's split over policy

between members of the com- Lady Janet Middleton, a former Lloyd's for amending Lloyd's work at Lloyd's. mittee of a new association at member of the ill-fated Sasse new Bill improving self regulational and Higher Educa- Lloyd's of London which has underwriting syndicate, has split tion within its market.
tional Supplements were all been formed to represent the into two camps. The three execuprinted out of London last interests of the 16,000 members The committee has called a a group of co-opted members. meeting for March 11 of the 270 The row is essentially over They were printed in North- meeting for March 11 of the 270 ampton on the presses of the or so members of the new asso-policy matters. There has been

The committee, chaired by underwriting members of membership which does not tive officers, including Lady Middleton, face opposition from

Although Lady Middleton can

muster the support of three of her committee, her camp is outnumbered by five to four.

The Lloyd's establishment is argues that it wants to represent evening newspaper, the ciation—called the Association some argument over whether violently opposed to the new the collective interests of the Chronicle and Echo, which of External Members of Lloyd's the emerging association should association, which seeks to members, not just the individual

Lloyd's feels that the new bers in the market.

who may be seeking to join the association could usurp the new association that if they are function of managing under-writing agents, who look after are getting and are considering the affairs of all Lloyd's mem-joining the association they should change their under

for over 10 per cent of the membership of the external members

has a short term contract -at which a new committee is associate itself with a petition represent the interests of the 80 interests, which are attended to Lloyds Bank Group Results 1980

With good results from overseas but UK domestic profit down

Group profit before tax was £290m,

an increase of 5% over 1979, which was below the rate of inflation

After tax and dividends retained profit was £172m

Retained profit contributes to shareholders' funds. These now amount to £1,395m, which supports worldwide lending and a total balance sheet of £19,866m

When the figures are adjusted to allow for inflation, pre-tax profit was £164m and retained profit £47m

Lloyds Bank Group



Charles Dickens' Mr. Pickwick and Conan Doyle's Sherlock Holmes have given us a vivid insight into the way London conducted its business in

But what has the London of today got to offer the entrepreneur? The answer is a future far more

exciting than its past.
The London Industrial Centre can
help you take full advantage of the city's many business opportunities.

In three specially prepared publica-tions the Centre brings you all the facts and figures. Page by page you will be able to evaluate the potential for your business expansion.

LONDON'S NEW DEAL (The London Industrial Gentre) Free.

Behind the pomp and tourist pageantry you can read about an ambitious industrial

programme.
While many international names have long been part of the London business scene, the opportunities are now even more attractive. Today's technologies have eclipsed tradition. New industrial townships are being created as part of Europe's largest urban redevelopment. And a

massive £1,600m transport programme is

Investment in London London's new deal

The gains for the potential investor are spelt out, fact by fact. The GDP figures, the manufacturing statistics, and productivity rates all make the soundest business sense Whatever you know about London this

un-to-the-minute publication tells you more. For example, did you know that more Londoners are employed in manufacturing than any other occupation?



That London and South East England rovide a bigger market place than Belgium, Denmark, Ireland and Luxem-

bourg put together? Or that London is the European head-quarters for most American and Japanese hanks?

The skills, technology and social environment described here make London a city of great expectations.

INVESTMENT IN LONDON (Greater London Council) £5

The authors have summarised the essential information that the Centre has found to be much sought after by

The subjects covered include business organisation and regulations; company law; taxation; sources of finance; employment; central government departments; distribution of profits to foreign. shareholders.

Lucidly presented and invaluable reading for every company seriously con-sidering setting up business in London.

THE LONDON DIRECTORY OF INDUSTRY AND COMMERCE (Kemps Directory/London Industrial

Centre) £15 This time-saving source book affords quick access to the London business community.

It is a comprehensive classified directory of contractors, suppliers and services available within the Greater London area. The book is indexed in English, French.

German and Spanish. There will be more questions you want

At the London Industrial Centrewe can tell you everything you might need to know. Free advice on suitable locations. Our own register of sites and buildings throughout Greater London, Guidance with planning, finance and manpower availability. And the happy knack of

unravelling red tape.

London's future is no dream, you can read about it right now.

To: London Industrial Centre Dept. FT1 The County Half, London SE17PB. lam interested in your services and would like

you to contact me l .copies of Landon's New Deal (Free) . copies of Investment in London £5 [] copies of The London Directory of

Industry and Commerce £15 🗓

WELL HELP YOU MAKE MORE OF YOUR CAPITAL Greater London Council, The County sal

Tax relief likely for job creation

attack

THE Government is expected to trusts can develop land in con urban renewal and job creation projects in run-down city ereas will qualify for tax relief.

This could bring millions of pounds into development other 11 will be announced schemes with commerce and soon. The 21 are in Birmingham industry playing a major role as financier and guarantor.

Until now large companies Leeds, Liverpoor and industries in the private Middleshrough, sector have been urged to invest in development programmes for job creation and the support of small businesses without any tax incentives to do so. The problem has been further emphasised by the fact that industrial and commercial sponshorship of the arts and sport is tax deductible.

The London Enterprise Agency, in particular, has been urging the Government for nearly a year to change the taxation rules to encourage large scale private investment in redevelopment schemes.

Treasury ministers are understood to have been very much more sympathetic to the argument than the Environment Department and Sir Geoffrey Howe is now thought to have decided to make the change in next month's budget.
... At the same time the Govern-

ment is to announce that in addition to the London Enter- impressed by the success of pri-prise Agency projects and the vate investment in urban re-St. Helen's Trust there will be 33 more enterprise areas in Britain where agencies and deductible.

announce in the Budget that junction with the private private sector investments in sector. They will be based on the areas where councils have been ordered to set up registers

of vacant or under-used land. There are 21 so far and an-Bradford, Bristol, Coventry, Dudley, Ealing, Gateshead, Dudley, Ealing, Gateshead, Leeds, Liverpool, Manchester, under-Lyme, Newcastle upon Tyne, Preston, Salford, Stock-port, Sefton, Stoke, Trafford,

Wandsworth and Wirral. The potential source of income from private investment is very large. BP alone had a petrol revenue tax bill in 1979-80 of £497.6m. Royalties and corporation tax took the provision for the year past £1bn. If only a small part of that money was channelled into an urban revival scheme it could make a significant contri-

British companies which have discussed the idea with BP during the last year, under the sponsorship of Mr. Tom King, Local Government Minister, include Prudential, Shell, IBM, BOC, Pilkington's, Marks and Spencer, GEC and the Industrial and Commercial Finance Cor-

The Government has been newal in the United States where all such payments are tax

GKN plans | Facing up to some nylon textile problems national car parts depot in Midlands

GKN Autoparts (UK), Guest Keen and Nettlefold's motor components distribution company, is to open a national distribution centre this summer as part of a drive to capture a bigger share of the UK parts and accessories

The centre, at Weedon, close to the M1 in Northamp-tonshire, comprises a 100,000 sq ft warehouse which should be employing 80 people and carrying nearly 19,000 product lines when fully operational in 1981.

It represents a rationalisation of the GKN operation following its acquisition in 1979 of two other distribution companies—Advanced Motor Supplies and Armstrong Autports—from Sheepbridge Engineering and Armstrong Equipment respectively.

The Weedon complex will service all 200 wholesaling and cash and carry warehouse outlets brought together under the new grouping.
An emergency "vehicle off service is being made available to all outlets which

parts within 24 hours. In addition, GKN late this year will offer further retail franchises under its DIY Motorstores scheme.

COURTAULDS' decision to pull end production of nylon textile

business must raise some questions about the position of other producers, particularly of Imperial Chemical Industries, the biggest manufacturer.

Courtaulds originally had 50-50 partnership with ICI in British Nylon Spinners, and it was only when this was dissolved that the textile giant set up its own Celon nylon operation, in 1964.

ICI today makes Nylon 66, slightly different from Nylon 6 produced by Courtaulds, though the major outlets for both are much the same.

Courtaulds announced plans to close its two Celon nylon plants with loss of some 1.900 jobs on Friday.

The main reasons it gave for the decision were steady decline in demand for nylon textile yarns; strength of sterling, which hit exports; and weak selling prices, caused partly by cheap imports, partly by overcapacity in Western Europe.

Some industry experts believe ICI will soon be forced to subject its nylon textile yarn husiness to close scrutiny for much the same reasons.

There appear two schools of thought about the future of the nylon textile operation. One is

out of the nylon textile yarn yarn in the UK though it hopes to continue producing nylon

carpet yars.
The Courtauld withdrawal from nylon is therefore seen by some as part of a trend toward greater specialisation by European fibre-producers.

The company will now be able

ICI announced plans last year

to pull out of most sectors of

the polyester filament business

to concentrate on its main

It is converting some poly-ester textile equipment in Wales

back to nylon. ICI has a large

slice of the European nylon

carpet yarn business, whereas

Courtaulds does not produce nylon carpet yarn.

Nylon is the main fibre used

in making carpets, and seems likely to grow stronger than

wool or polyester in the longer

world-scale producer.

strength, nylon.

Misfortunes

tree, Merseyside.

ه کدامن المصل

These plants supplied some 50 per cent of the nylon used by Courtaulds' downstream hosiery and warp-knitting operations. The supply gap will have to be

Sue Cameron and Rhys David look at Courtaulds' policies

to concentrate on viscose and yarn market than Courtaulds, in the European textile indus-acrylic fibres, of which it is a with some 40 per cent of the try," as ICI claims to be, when

with some 40 per cent of the nylon market, including carpet

yarn and about 20 per cent of the total West European

market, compared with Court-

ICI believes that last year

only the U.S. Du Pont had a larger share of worldwide poly-

ester and nylon capacity. ICI's

share of capacity was equal to that of the whole of Japan. It

believes that it has a particu-larly strong nylon product

Nylon textile yarns are used

chiefly in making tights, stock-

ings, underwear and other clothing, though they have a

number of more industrial uses.

aulds' 6 per cent in Europe.

filled by someone.

ICI has had a far bigger presence in the nylon textile the "dominant force in nylon

Northern Ireland, and at Ain-ribbons, conveyor belts, seat belts and car seat fabrics. But against all this must be set Europe's huge overcapacity in nylon textile varns, and the

in demand, started long before the present It is of cold comfort to be

average capacity utilisation in

the UK and on the Continent is

only about 65 per cent. Even in 1979, before the

general economic recession hit

all producers, average capacity

utilisation for European textile

yarn plants was only 76 per

The trouble was that people

nylon shirts which were too sweaty; nor did they like sleep-ing between slippery nylon

Collapsed

It is one reason why the textile group now suffers particularly badly from over-capacity

dislike of nylon garments and

in basic nylon textile yarn. Since 1977 its Furzebrook warp-knitting subsidiary has shut plants at Aintree, Wrexham, Wolverhampton and Spondon, Derbyshire, and now operates only one site at Not-tingham. Derby-Nyla, Court-

aulds' other warp-knitting company, has reduced capacity. The hosicry industry is perhaps the most important single outlet for nylon textile yarn, and there is little danger

this disappearing. nylon cannot be replaced by polyester in this application. But despite efforts to bunst sales by creating fashion for tights with spots, tights with green of magenta, this market

has also been declining. A major factor has been the trend for women to wear trousers. Courtaulds has therefore shut hosiery plants in South Wales. Lancashire and Northern Ire-

One reason for this is that demand has been falling for land. This again has reduced some years. Courtaulds estimates that the decline started in offtake from its nylon textile yarn plants. started to show a dislike of

Some industry experts believe that ICI will not be immune from market pressures now forcing Courtaulds to pull out of nylon textile yarn altogether.

They point out that no major new application for nylon texoffing, and that ICL must feel the effect of the strong pound on its nylon export business every

Brokers warn of U-turn in Budget interest rates

BY PETER RIDDELL, ECONOMICS CORRESPONDENT

Lending Rate in the next few mum Lending Rate at 14 per months would be a far more cent "it is rather worrying to U-turn surrender to the miners last Wednesday, stockbrokers L. Messel warn this morning.

In their latest weekly gilt monitor, the brokers highlight expansionary influences on the money supply, notably the recent rapid growth in UK residents' foreign currency deposits and in building society deposits.

Foreign currency deposits jumped by over 12 per cent in January. These can be converted into sterling whenever their holders wish and they are therefore a genuine part of the

economy's liquidity. These deposits could quite PSL2, the broad measure of

liquidity, but they are not. Nevertheless, PSL2 increased hy 1.6 per cent last month, compared with an 0.7 per cent rise in sterling M3, the monetary measure in the official target. This was mainly because of an 2.5 per cent rise in building

BIG reduction in Minimum money at this rate with Miniconsider how large the inflows might be if MLR was at 10 or 11 per cent.

> The message must be that the MLR cut, which seems inevitable in the Budget, should be the last for a long time. Not only may there be a strong latent demand for credit from the personal sector because in flation expectations persist, but also the powder-keg of spending power created by the recent rapid liquidity expansion could be ignited by too early a cut in interest rates."

Therefore, Messel against too large a cut in MLR in the immediate future In another weekend circular, brokers Phillips and Drew suggest that the Budget may raise net revenue in the 1981-82 financial year by £500m which would reduce prospective pub

The brokers note that, if the building societies are taking in further advanced.

lic sector borrowing to £11.2bn.
Such a package might enable the Government to argue that its economic strategy remained intact but the chances of more than a modest upturn in out-put after mid-1981 would be no

ICI claims it is a leader in supply, and technology, of tex-tured nylon yarns for the that as other producers close operations, ICI will be left in an increasingly strong position. Courtaulds is not the only manufacturer to be pulling out of nylon textiles. In January sheets. Both markets, provid-It is therefore being argued hosiery industry. should provide replacement ing important outlets for nylon that the misfortunes of other textile yarn producers, have It says that it has a good companies will be the advantage range of nylon yarns for use in the upper end of the lingerie market, sports and leisure wear, It will stand to gain from closure of Courtaulds' two nylon Courtaulds has closed a Dutch-based British Enkanumber of its warp-knitting facannounced that it would textile plants at Carrickfergus, tories as a result of this general bit as much as Courtaulds. manufacturing of computer



THIS FLEET COULD KEEP



A small delivery fleet might seem an asset on your books. But when it comes to real life it could turn out to be more of a liability. Company-owned trucks eat up your capital, use up your resources and grab time that could be a lot better spent on running your main business.

Which is where we at National Carriers Contract Services come in. We can offer you all the advantages of ownership without the burdens.

IMPROVED CASH-FLOW

With Contract Services you don't have to invest your capital in vehicles. You just hire them from us. So the money you would have spent is available for the other more demanding sectors of your business.

Naturally, being a large company, National Carriers has considerable purchasing power.

You will find that these savings are

reflected in your contract-hire charges.

But what if you already have a fleet? National Carriers will buy your company's vehicles from you at a fair price and then contract hire them back to you.

It has to be more cost-effective.

YOUR DISTRIBUTION PROBLEMS DELEGATED

Contract Services don't just provide the trucks. We'll give you all the back-up needed to keep them on the road. We'll also take responsibility for maintenance and can provide drivers too if required.

The list goes on. We will tax, insure, fuel, garage and even paint your fleet in your com-

pany's own livery. And if a truck has to go off the road, we replace NATIONAL it immediately. Leave all the administration and paperwork to the experts. And start running your real business full-time.

YOU AND CONTRACT SERVICES

At National Carriers we're big enough to be truly flexible. We will analyse your particular requirements and devise the most cost-effective way of meeting them. No other distribution company has greater experience in the contract-hire field.

Why not turn our experience to your advantage? Your local National Carriers manager will be pleased to discuss Contract Services with you.

Just ring Head Office-Brian Templar, 0234 67444: Western region-Vince Spalding, 0272 276651: Eastern region-Jim Verdin, 0733 41120: Northern region-Jack Torevell, 061-832 2488.

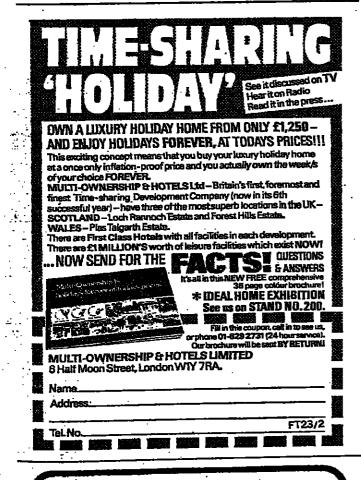
THE CONTRACT

HIRE SPECIALISTS. National Carriers Ltd., Group Head Office, The Merton Centre, 45 St. Peters Street, Bedford MK10 2UB.

NATIONAL CARRIERS KNO

CONTRACT SERVICES

A subsidiary of the AC National Freight Company.





Raleigh report likely to urge new investigation

BY DAYID CHURCHILL, CONSUMER AFFAIRS CORRESPONDENT

THE LONG-AWAITED report after allegations by some disinto the trading practices of TI count retailers that the com-Raleigh Industries, a sub- pany had refused to supply sidiary of Tube Investments, is expected to be published later brand because of their cut-price this week by the Office of Fair Trading.

The report, the first to be published under the Competition Act, is likely to recommend that a further investigation be carried out by the Monopolies and Mergers Commission to

to sell a 49 per cent stake in his UK drilling company, Jebsens Drilling Ltd, is likely to generate considerable inter-

est from institutional investors.

activity there has been a tre-

mendous boom in the demand for drilling rigs. Rates for semisubmersibles have risen from less than \$18,000 (£7,800) a day

in 1978 to \$90,000 a day and, despite the recent spate of

orders, the boom is expected to continue until 1983-84. Second-hand values of semi-

submersibles have doubled over

the last year and are now of

However, very few UK com-panies take part in offshore drilling, and the few that do

are mostly privately owned and

likely to stay that way. KCA, a publicly quoted company, has bought a half-completed drill

the other major operators are

either privately owned (Ben

Line) or owned by foreigners

(Kingsnorth Marine Drilling).

and his family intend to keep the majority control and a 49

per cent stake will be placed privately among about 20 or 50

institutions, raising about £25m.

Part of the money will go to

BY GARETH GRIFFITHS

the largest Woolworth store in

THE Financial Times grocery

prices index rose marginally in

February as a result of small increases in the cost of most

The February index stood at

131.75 compared with 130.96 in

January.
The FT grocery prices index

is intended as a guide to the

trend in grocery prices and is not an absolute indicator of

The index is based on data collected each month by 25

shoppers who monitor the same

list of 100 grocery items each month in the same shops. The

shops chosen range from super-

stores to small village grocers.

Most sections of the shopping

basket this month reported

small price rises, but no one sector showed an overwhelming

price levels.

Jebsens Drilling will be the

the order of \$80m apiece.

As a result of the sharp increase in offshore oil drilling

them with its main bicycle policies. Retailers which comboth the Argos and Tesco stores

chains. became law last summer, gives the OFT the power to investigate any alleged anti-comdetermine the public interest petitive practice being carried ditional outlets, which are The OFT last August out by a single company, mainly small independent bidecided to investigate Raleigh Although refusal to supply cut-cycle retailers.

Drilling company share sale 'attractive'

William Hall looks at the story

Jebsens Drilling is a rela- formed in the UK and the two

Scott Lithgow on Clydeside.

Last year Jebsens took full

control of Pacific Norse Shipping, which apart from the Pacnorse 1, operates a fleet of

16 bulk carriers. Pacnorse 1 and

Jebsens Drilling is relatively

small compared with the major U.S. contractors like Odeco and

cash flow and this is what will

appeal to institutional investors.
The Sinbad Saxon has a two

The scheme is closely says will be produced for the frames and lenses.

modelled on the specialised customer in 48 hours.

Traditional high street optishops within shops contract

Woolworth, which before the cians are angry at the increas-

the two units. relatively cheap £12.95 spec- tacles sales.

Dairy Produce

Sugar, tea, coffee and soft drini Bread, flour and cereals

Preserves and dry grocerie

Meat, bacon, etc. (fresh)

Sauces and pickles
Canned goods
Frozen foods

Fruit and vegetables

spectacle sales, says it has no dustry.

tively young company. Follow-rigs were put to work. In the ing the bankruptcy of the Oslo-same year an associated com-

behind the Jebsen decision

Woolworth to open opticians' units in two stores

THE F. W. Woolworth stores a group with four opticians' Kidderminster Optical, an asso-tacles frame in two-tone plas-

chain is to open opticians' units practices in the West Midlands clated company, is to provide tic. The units will stock frames in two of its largest stores next and an industrial eye clinic, the spectacle lenses and con in all price ranges and will also

The units at the company's shops within shops contract Woolworth, which before the cians are angry at the increasstores in Wolverhampton and operated by Debenhams, which 1958 Opticians' Act, provided a ing involvement of the large

Coventry will open on March 2. plans to have more than 40 such wide range of over the counter stores in the opthalmic in-

spend about £50,000 pn equip- return to the practice.

Most foods show small price increase

bought a half-completed drill based Waage shipping group, pany, Pacific Norse Shipping, ship and has been talking for a long time about building about 60 small bulk carriers Pacnorse 1, which was built at

the creditors to take over the

management of the two semi-

submersible drilling rigs, Aladdin and Sinbad Saxon.

only pure UK-based offshore of the two rigs was transferred the two semi-submersible drill-

drilling operation available to to a partnership between Jeb- ing rigs will now form the core outside investors. Mr. Jebsen sens, with 85 per cent, and an of the reconstituted Jebsens and his family intend to keep Oslo shipbroker, Mr. Inge Drilling.

Steensland, who still has an in-

terest in the rigs and sits on the board of Jebsens Drilling.

transferred to the UK flag and

John H. Chapman expects to

increase in cost. This reflects

both the mild winter weather.

which has made fresh fruit and

vegetables more widely avail-

petition between supermarket

Vegetable Information Bureau

says homegrown root vetables

are the "best buys." Leeks are especially good value and quality in the south, but not

such good value in the north and Scotland.

The British Farm Produce

Council says there is not much

British lamb about, "and this will be reflected in the price."

is copyright and may not be reproduced or used in any way

without consent. All inquiries should be made to Lucinda

The FT Grocery Prices Index

Fruit

Fresh

Shortly afterwards they were

In September 1978, ownership

several semi-submersibles. But totalling Im dwt, was asked by

shareholders and the rest will brought out of lay-up. In May be reinvested in the company. 1979 Jebsens Drilling was

month. More units are planned will operate them.

joint venture. John H. Chapman, frames for

Wolverhampton store is units by the autumn.

The units will be run as a ment and stocks of spectacle

BY DAVID CHURCHILL, CONSUMER AFFAIRS CORRESPONDENT

foods included in the shopping able, and the continuing com-

chains.

price retailers is already unlawful under other competition legislation, the new Competition Act was seen as a more effective

weapon in promoting fair trade.
The OFT's investigation is plained to the OFT included expected to find that Raleigh, which has about 46 per cent of the UK bicycle market, had The Competition Act, which adopted a discriminatory supply policy towards certain retailers. Raleigh argued that its policy was aimed at protecting its tra-

Raleigh argues that it Under the Competition Act, selects its outlets to provide the OFT cannot refer Raleigh "a strong servicing base in the to the commission for at least interests of road safety and con- a month. This is to give timalty of bicycle selling both Raleigh time to make representhroughout the seasonal pattern of the year and through bad years as well as good."

The OFT believes the Monopolles Commission should be asked to decide whether or not such discrimination is in the public interest. The commission will be asked to produce its report in six months.

and a half year contract with Occidental at \$75,000 a day and

Pacnorse 1 is chartered to Petro Canada at close to \$90,000 a day until the end of next year. Mean-

while. Jebsens is close to finalising a five-year contract for the Aladdin at an undis-

With these sort of revenues Jebsens hopes to order two or

three more units over the next

few years.
There is always a danger that

too many rigs will be ordered. The offshore drilling market is notoriously cyclical and has

only recently emerged from a

very severe recession which resulted in financial difficulties

for several owners of offshore

drilling rigs.

Nevertheless, the scale of

drilling activity envisaged for

the next few years means that

will find employment for

Oslo shipbrokers, P. F. Bas-

soe, estimate that 2,400 wells

were drilled offshore last year

and forecast that 3,500 will be

drilled this year and 4,850 by

Against this background Mr

Jebsen plans to establish Jebsens Drilling as a significant

World Drilling rig orders

Existing On

force in offshore drilling

They

believe

209.76

304.01 109.81

53.83 190.47

232.07 535.00

242.20 244.03

2,784.47

most of the rigs now on order

several years.

Total

tact lenses, which the company sell National Health Service

intention of pressing for a specialised units in department

FT SHOPPING BASKET

FEBRUARY, 1981

1980: January 120.47; February 122.32; March 124.18; April 125.94;
 May 128.79; June 128.53; July 129.04; August 128.41; September 127.41; October 126.84; November 127.77; December 129.38.
 1981: January 130.96; February 131.75.

211.49

304.31 109.52

54.46 190.43

539.88

246,78 244,40

2,801.33

Reinhard P. Hube

The company plans to sell a emphasis from eye care to spec-

Under the Competition Act,

If the OFT has not referred Raleigh to the commission at the end of two months (extended to three months in certain circumstances) then it is unable to do so without starting the whole investigation procedure

Clore estate to challenge Revenue

Feb. 28-Ma

Mar. 18-22 Mar. 23-27

Mar. 24-27

By Raymond Hughes

tax claim

THE CHANNEL ISLAND-based executors of the estate of the late Sir Charles Clore will challenge in the High Court today the right of the English courts to hear a tax claim against the estate by

the Inland Revenue. Stype Investments (Jersey) will ask the court to rule that Feb. 2425 Crown Eagle Communications: Cost estimating for it has no jurisdiction, or should assume none, to deal

with the Revenue's claim. The Revenue asserts that Stype is legally obliged to deliver accounts on the £20.5m sale of the Guy's Estate in Herefordshire, the largest item in the English estate of Sir Charles, who died last July.

The Revenue also seeks an order that Stype must pay Capital Transfer Tax, assesse at more than £15m, on the sale proceeds, which have been transferred to Stype in

Stype intends to put before the court Royal Charters dating from the 14th century to show that the constitutional relationship between Jersey and the UK bars the Revenue's action.

Water rate cut YORKSHIRE Water Authority

will not increase 1981-82 first announced in January. The overall average increase has been reduced from 22 to 13.5 per cent, and the average domestic charge from 25 to 16.5 per cent.

Farm deaths

NINETY-FIVE per cent of accidents on farms are caused by human error, says a new agricultural safety code published yesterday.

Video boom A SHARP increase in the

in Britain is predicted by City stockbrokers W. Greenwall. In the current year they expect a small growth in sales to 500,000 machines worth around £142m but foreeast a jump to 800,000 sets worth £200m next year and 1.2m worth £300m by 1984. Ramblers appeal

sales of video tape recorders

THE RAMBLERS' Association

is concerned about what it calls British Rail Southern Region's "hit list of rural stations due to be closed on Sundays. The Association, which has a membership of about 70,000, has appealed to BR to re-think its plans.

Economic engine

A NEW British industrial engine was launched by the Perkins diesel engine com-pany at Peterborough today. It says that a new comb system has made the four-cylinder unit cleaner quieter and more ecenomical to run.

Bodies chosen to vet telephone equipment

THE British Standards Institution has agreed to draw up the technical standards for tele-phone equipment which may be attached to the public network after the liberalisation of British Telecom's monopoly.

Mr. Kenneth Baker, the Industry Minister, said in a written answer that the British Electro - Technical Approvals Board (BEAB) had also been asked to be the approval body for telecommunications equipment which may be offered after the British Telecommunications Bill is passed.

The setting of standards and approval of equipment are currently performed by British Telecom. A clause in the Bill requires that this should be done independently once British Telecom has to face competition from private companies.

The intention is to liberalise the monopoly over the supply of equipment during a threeyear period to allow British manufacturers to gear up to face foreign competition.

Critique published

"What is Wrong With the what is wrong With the European Communities," a critique by Professor Juergen Donges, of Kiel University is published today (Monday) by The Institute of Economic Affairs, price £1.00.

BUSINESSMAN'S DIARY

TTK 7	TRADE FAIRS AND EX	HIBITIONS
urrent	Gifts Fair (0277 230501) (until Feb. 20)	· Wembley Conf. Centre
eb. 23-26eb. 23-28	Efficient and Water Treatment 1200	NEC, Birmingham
eb. 23-28	Works and Municipal Services Congress and	NEG Birminghem
'eb. 24-28	National Stamp Exhibition—STAMPEA (01-33)	
eb. 25-26	Workwear and Career Apparel Exhibition (01-033	West Centre Hotel, London Wembler Conf. Gentre
(ar. 15 (ar. 2-6	Autoquip Exhibition (01-235 7000) International Food and Drink Exhibition (01-486 1951)	Olympia
Iar, 8-11	Junior Fashion Fair (01-636 1833)	New Horticultural Hall, London
(ar. 10-13	International Powder Technology and Bulk Solids Exhibition and Conference (01-686 5741)	NEC, Birmingham. Old Town Hall, Chelsea
far. 10-21	Chelses Antiques Fair (0727 56069)	

OVERSEAS TRADE FAIRS AND EXHIBITIONS

		
······································	International Food Fair-SALIMA (91-278 0281) (until Feb. 25)	Brno
	International Boat Show (01-874 6034) (until	Stockholm
ır. 1	Mar. 1) Finnish Shoe and Boot Fair (01486 1951)	Helsinki
ır. 3	Oil, Petrochemicals, Energy Estimated and Cod	Alkhobar
ır. 6	International Tourism Exchange Exminition (01-546	Berlin
	1101)	Sharjah
	T-town though Action in the Carlo Control (UL-204 Court)	Paris
***********	International Children and Young People Trade Fair (01-409 0956)	Cologne
·	Travel and Vacation Exhibition (01-486 1951) Boats, Sports and Recreation Exhibition—BSF	Helsinki
	(04 E40 1107)	Berlin
,	Garden Equipment Exhibition (01-336 0911) International Hospital Equipment Exhibition—	Stuttgart
	MEDICA (01.499 1951)	Utrecht.
	International Computing Exhibition—COMPUTEX (Dublin 763871)	Dublin
	(Director 100012)	•

BUSINESS AND MANAGEMENT CONFERENCES

		non-competitive defence contracts (or-oso cort)	
	Feb. 25	FT Conference: Developing the corporate report-	B
		European perspectives (01-621 1355)	_
:	Feb. 25	Gower Conferences: Insurance Law—the new reforms (UK and EEC changes) (01-240 5931)	C
		Productivity Consulting Services (Edinburgh):	•
	Feb. 25	Motivating people to improve productivity	
		7001.440.484E\	C
	36 04	British Institute of Management: Three consecu-	
٠,	Mar. 24	tive one day seminars—Redundancy, legal and	
l	,	HAS OUS ON REMINISTER VESTIGATION AND AND AND AND AND AND AND AND AND AN	
1	ļ ·	social obligations (for employers); Helping	
	. :	yourself to a new future (for redundant	
ı		managers and executives); Building your own	
,	•	business (for those who wish to become self-	٠.
		employed) (01-405-3456)	C
•	March 2-5	IPM: Preparing and presenting your own tribunal	
;	march 2-0	. essa (01.387 2844)	-E
•		AGB Conference Services: The Autoquip 81	
	March 4	seminar-Profits in the aftermarket (01-353	_
	(74
.		3651)	***
•	March 4-5	City Financial Conference Services: Changing	-
•.		World Insurance Markets-London at Risk?	
1		: (01-628 3040)	R
L	Mar. 45	The Henley Centre for Forecasting: Practical train-	
,		ing in forecasting quantitative techniques of	
		forecasting (01-353 9961)	B
	35 50	AMD: Cost control techniques for managers	
	Mar. 5-6	(07535 56047)	R
		CCC: Taxation of capital gains on sale by foreigners	4
	Mar. 5	- CCC. Taxation of capital gams on sale of foreigners	
	l :	of U.S. real property (01-222 6362)	R
	Mar. 9	IRS/IPM: The new employment law do you have	Ė
1		all the facts? (01-387 2844)	D
	Mar. 10-12	FT Conference: Tomorrow's Technology—society's	
-	1	master or servant (01-621 1355)	·G
:	Mar. 11-13	The Institute of Information Scientists: Informa-	
;		tion Technology and people (0734 861345)	C
•	Nr 19	The Industrial Society: Work and the Community	. ~
	Mar. 12	An see over	C
	l	(01-262 2401)	C
	Mar. 16	The City University: The Banking and financial	_
		activities of the City of London (01-606 1807)	G

Cafe Royal, Wi afe Royal, WI

Hotel Russell, WC1

Clifton-Ford Hotel, WI Embassy Hotel, W2

Wembley Conference Centre Rainbow Suite, W8

Blackfriars, EC4 Runnymede Hotel, Egham

Royal Lancaster Hotel, W2 Dragonara Hotel, Leeds Gloucester Cathedral

City of London Polytechnic

Gresham College, EC2 Anyone wishing to attend any of the above events is advised to telephone the organisers to ensure that there has been no change in the details published.

Financial Times Conferences

TOMORROW'S TECHNOLOGY—SOCIETY'S MASTER OR SERVANT Gloucester-March 10-12, 1981

Fund and Dr. Bruno Gehrig, Vice-President, Union Bank of Switzerland.

The significant issues affecting society in the next decades, changes in the patterns of work and attitudes towards it will be considered by Sir Richard O'Brien, Chairman, Manpower Services Commission and the Rt. Hon. Edmund Dell, PC, Chairman and Chief Executive, Guinness Peat Group.

WORLD BANKING

Basle-May 14 and 15, 1981

This two-day conference will examine some of the crucial issues facing international banking in the developing world. The international economic outlook will be assessed by Dr. Relmut Schlesinger, Vice-President, Deutsche Bundesbank and Dr. Irving Friedman, Senior International Advisor, First Boston Corporation.

Other speakers will include Mr. Walter Habermeier, Counsellor and Treasurer, International Monetary

All enquiries should be addressed to: Financial Times Limited Conference Organisation Minster House, Arthur Street London EC4R 9AX

Tel: 01-621 1355 Telex: 27347 FTCONF G. Cables: FINCONF LONDON

NOTICE OF REDEMPTION To the holders of

Tyco International Finance N.V.

81/1% Convertible Guzranteed Debentures due 1983 Conversion privilege expires at the close of business on April 2, 1981

Notice is hereby given pursuant to Section 1005 of the Indenture dated as of June 15, 1978 between Tyco International Finance N.V., Tyco Laboratories, Inc., as Guarantor, and Manufacturers Hanover Trust Company, as Trustee, that all of the outstanding 81% Convertible Guaranteed Debentures Due 1988 of Tyco International Finance N.V. ("Debentures") have been called for redemption on April 2, 1981 (the "Redemption Date") at 104% of the principal amount thereof ("Redemption Price") plus accrued interest to the Redemption Date.

Payment of the Redemption Price plus accrued interest to the Redemption Date will be made in such coin or currency of the United States of America as at the time of payment shall be legal tender for the payment of public and private debts. Payment will be made by a check drawn on Manufacturers Hanover Trust Company in New

York City or by a transfer to a dollar account maintained by the payee with a bank in

New York City.

The Redemption Price of \$1,040 per \$1,000 Debenture, together with accrued interest of \$67.76 per \$1,000 Debenture, shall become due and payable upon surrender of the Debenture (a) at the Corporate Trust Office of Manufacturers Hanover Trust Company, Four New York Plaza, New York, New York 10015, or (b) subject to any laws or regulations applicable thereto in the country of any of the following offices, at the main offices of Manufacturers Hanover Trust Company in Frankfurt/Main, London and Zurich, of Manufacturers Hanover Bank/ Belgium S.A./N.V. in Brussels, of Societe Generale in Paris and of Credit Industriel d'Alsace et de Lorraine in Luxembourg.

Interest will cease to accrue on the Debentures on the Redemption Date. All Debentures presented for redemption or conversion must have the June 15, 1981 and subsequent coupons attached.

The Debentures are convertible into Common Stock of Tyco Laboratories, Inc. at the rate of 47.619 shares of Common Stock for each \$1,000 Debenture on or before the Redemption Date. At the close of business on such date, April 2, 1981, the right to convert the Debentures will terminate. Debentures may be surrendered for conversion in accordance with the terms of the Indenture at any of the places of payment referred to above.

No adjustment will be made for interest accrued on any Debenture that shall be converted or for dividends on any Common Stock that shall be issuable upon the conversion of such Debenture subsequent to a dividend record date. The closing price of Tyco Laboratories, Inc. Common Stock on January 29, 1981 was \$38% per share.

TYCO INTERNATIONAL PINANCEN, Y. By: Manufacturers Hanover Trust Company,

Dated: February 9, 1981

ا حكامن المجل

Hessische Landesbank - Girozentrale-, Frankfurt, is pleased to announce the opening of a fullservice branch in New York as well as a Grand Cayman branch

for added international flexibility.

Hessische Landesbank New York Branch, 499 Park Ave. General Manager New York, N.Y. 10022

Hessische

Landesbank

in NewYork

Telephone: (212) 371 2500 Telex: Dom.: WU 645224

International: RCA234426

Friedrich Heigh **Deputy General** Manager

Helaba Frankfurt

TIONS

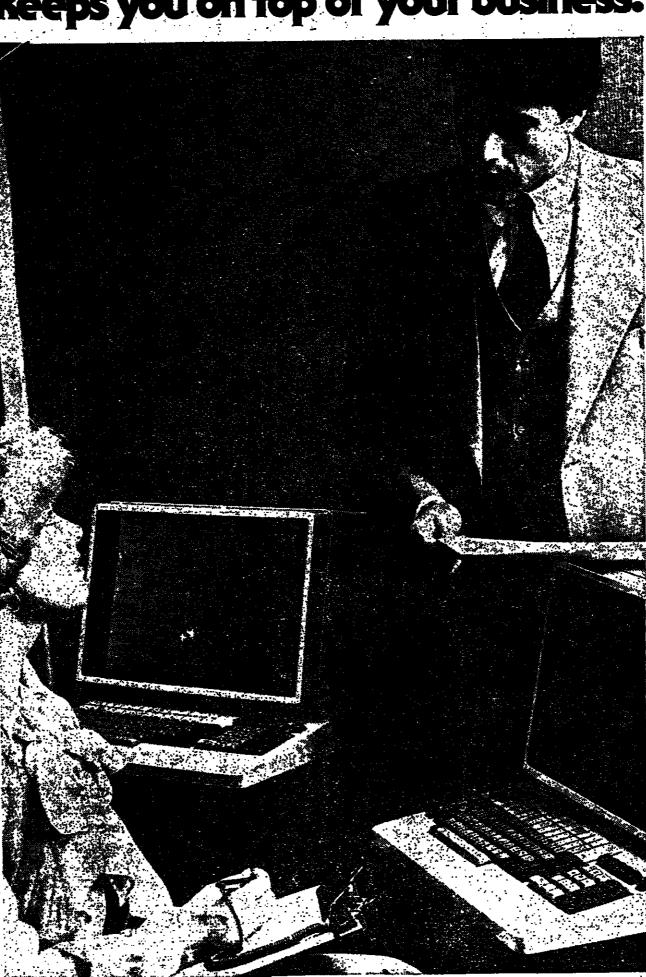
HIBITIO

FEREND

ه کزامن برمهل

THE COMPUTER AND COMMUNICATIONS COMPANY,

keeps you on top of your business.



The age of office automation is upon us, and you can take the first step into itand all the way-with NEC. Take our small business computer. Its precise power should help you process things in the office more smoothly. And just about anyone can operate it. Along with office computers, we also make an array of fully integrated office systems and equipment. They give your office the sharp edge of automation, boost productivity and increase profits. Which is really what office automation is about. Helping you stay on top of your business through office automation is yet another way NEC's Computer & Communications, or C&C, technology is positively affecting business and other communities in more than 130 countries.



THE UNION STEEL CORPORATION

Labour and unions rally to oppose Linwood closure

BY RAY PERMAN, SCOTTISH CORRESPONDENT

LABOUR AND trade union leaders are using the threatened siad, were contributing to the pany, closure of Talbot UK's plant at 12,000 lost jobs every week. Linwood near Glasgow as a focus for opposition to the and labour movements to "rise closure and to offer to meet Government from Scotland.

Labour Party leader, at the head of an unemployment demonstration in Glasgow on Saturday

England, and as far afield as London and the South East, took part in spite of snow and the bitter cold — a turnout which surprised the organisers.

When most people were dispark where it was being held. The demonstration following corporations.

a similar event in Liverpool at the end of last year, is the "Rooseveltian approach" to second in a planned series aimed restoring the economy after the at building resistance to the ravages caused by Government's economic strategy. Thatcher's administration. The next March will be in

force the Government to change from public funds. Linwood workers marched force the Government to change behind Mr. Michael Foot, the direction and bring about the

> the inadequacy of the planning agreement signed by the last Labour government with Chrysler UK, previous owner of the Linwood plant.

mentary majority.

persing after a two and a half elected on the most innovative hour rally, the tail end of the and radical manifesto since march had still not reached the 1945; would have to insist on firm control of transnational

It would need to take a

Labour and the unions are Cardiff.

Mr. Foot, who gave a pledge to the Linwood workers to fight the closure, talked of the rising fury across the courty over

Government's policies which, he Talbot's French parent com-

He called on the trade union postponement of a year in the up like lions from alumber" to Linwood's losses in this period

direction and hring about the eventual return of a Labour direct action to thwart the component with a large parliawhich was the biggest political rolly in the city since the Heath Government's decision to close Upper Clyde Shipbuilders 10 Managerial Staffs, said the Line wood closure would cost £250m of the Political and a year in lost tax revenue and action, which could also involve the England, and as for affeld at the line wood closure would cost £250m of the equipment by industrial a year in lost tax revenue and action, which could also involve the line wood closure would cost £250m of the equipment by industrial a year in lost tax revenue and action, which could also involve the line wood closure would cost £250m of the requipment by industrial a year in lost tax revenue and action, which could also involve the line wood to secretary of the Association of tomorrow will be asked to control to prevent wood closure would cost £250m of the line wood endorse a plan to prevent of the line wood endorse a plan to prevent wood closure would cost £250m of the line wood endorse a plan to prevent of the line wood endorse a plan to prevent wood closure would cost £250m of the line wood endorse a plan to prevent wood closure would cost £250m of the line wood endorse a plan to prevent wood closure would cost £250m of the line wood endorse a plan to prevent wood closure would cost £250m of the line wood endorse a plan to prevent wood closure would cost £250m of the line wood endorse a plan to prevent wood endorse a plan to prevent wood closure would cost £250m of the line wood endorse a plan to prevent wood closure would cost £250m of the line wood endorse a plan to prevent wood closure would cost £250m of the line wood endorse a plan to prevent wood endorse a plan to factory from the summer. A Linwood stewards are in

touch with unions in other Talbot plants in Coventry and elsewhere in Europe. Union leaders acknowledge that the closure of the car plant does not have the emotional appeal of the threatened ending of shipbuilding on Upper Clydeside, which did much to crystalise opposition to Mr. Heath's industrial policies

But it is symptomatic of the loss of manufacturing jobs in Scotland and other depressed areas of the country during the past two years and there is particular anger among unions and Labour politicians that the Government appears to have accepted Peugeot's decision to close the plant without any real attempt to make the company

Eagle Star staff act over claim

By Our Labour Editor

ABOUT 6,000 Eagle insurance company staff today begin disruptive industrial action over a pay dispute with their employer. Talks lasting over seven

hours at the Advisory, Conciliation and Arbitration Service yesterday falled to resolve an argument about the use of arbitration to settle the dispute. The staff, who belong to the Eagle Star staff association, have been offered an increase of 11 per cent from January and 3 per cent from July in response to a claim for 15 per cent from January and 3 per cent from July in recognition

of 200 jobs to be lost this year. They want the difference to be put to independent arbitration as soon as possible, and say the company wants them to wait until the end of March. According to the staff associa-tion the company will declare profits of about £75m for the year ended in December 1980, compared with £64m the pre-

Foot for Apex

MR. MICHAEL FOOT will address his first trade union annual conference since becoming Leader of the Labour Party when he visits the conference of the Right-wing Association of Professional, Executive, Clerical and Computer Staff at Southport on April 26.

Construction council near formation

BY JOHN LLOYD, LABOUR CORRESPONDENT

in the construction industry, national agreement drawing in paid to skilled workers.

The formation of a national joint council with equal employee and amployer representation and with a high level full-time staff was largely agreed in talks between craft unions and employers last week.

Chance

The name of Lord Scanlon, the former president of the Amalgamated Union of Engineering Workers and chairman of the Engineering Indus-tries Training Board, has already been put forward by the unions as chairman of the

Its formation is seen by both sides as the best, if not the last, chance the industry has of bringing order into its often chaotic bargaining procedures and wage levels, and of revers-ing the dramatic decline in the industry's fortunes in recent

An attempt last year to establish the council, and to conclude

THE CREATION of a structure Engineering Employers Federation and the Oil and Chemical to oversee industrial relations Plant Contractors Association in the construction industry, on the other, broke down on the together with a pioneering issue of the hourly rate to be

previously separate bargaining. However, union officials are unifs, seems likely by the now close to agreement that the middle of this year. rate should rise to £2.70 by

The formation of a national to £3 by January 1982.

At the same time, bonus rates, often the cause of bitter disputes, will be the subject of much stricter monitoring, and will be related much more precisely to performance.

The national joint council would negotiate the hourly rate and the bonus rates, while site joint councils would monitor performance at individual loca tions on the basis of these agreed

The council which is being seen as comparable to the joint industry boards operating in the electrical contracting industry, would develop sub-committees to deal with training, finance and the particular problems of

large sites. Union leaders accept the need for the agreement and the coun-cil, but believe there will be difficulties in convincing shop stewards and members of its

A further meeting between the unions and the employers has been set of March 17, at

a national agreement bringing has been set ofr March 17, at together craft and general which final agreement is ex-unions on one side and the pected. fury across the country over to ask for a second meeting with attempt to make mass unemployment and the the management of Peugeot, change its mind.

Six special services only the Royal Mail can offer.

The Royal Mail presents six special services that cover a wide range of fast delivery needs.

Across town or to the other side of the world your urgent packages and documents get the priority they demand.

Datapost

Special treatment all the way. The inland overnight package delivery service offers:

Reliability. Carefully planned schedules using road, rail and specially chartered aircraft. Extensive back-up arrangements on every route, to maintain reliability in emergencies.

Control Packages travel separately from ordinary mail and are accompanied throughout by our staff, except when airborne. A receipt is given for all packages. All transfers and final delivery are signed

Value. Competitive prices – there are no hidden extras.

International Datapost

Special international treatment all the way. Fast delivery by specified times to 19 overseas countries (including China) with constant supervision and fast customs clearance.



Until now, the Datapost service has been available only under contract. From March 1981, you will be able to obtain the Datapost service 'over-the-counter'

Royal Mail Special Services

Datapost here

Hall Mar Spagal Sollings

on demand* - ideal for small businesses and private users. Look for this sign at your main post office.

Datapost to N. beland is at present restricted to a contract service.

Datapost is a Post Office trademark.

3 Special Delivery

Hand in letters at any post office before the latest recommended posting time for particular destinations. Where necessary, delivery will be expedited by special messengers. Special fee refunded if next working day delivery not achieved. Cost, £1.25 plus first class postage.

Special high-speed overseas letter post. Available from all post offices. Ask for a leaflet. Separate handling so mail leaves on the first possible flight, with fast delivery at its destination (in some cases by special messenger if necessary). Cost, £1.25 plus normal overseas

5 Expresspost

Special same-day messenger delivery. Expresspost collects and delivers when speed is essential. Ideal for urgent documents and small packages, or last-minute cards and gifts. Withincity delivery time is normally two hours or less; it operates within and between an increasing number of major towns. For details of areas covered, ring FREEFONE 2333.

6 Intelpost

Special electronic transmission of documents. International high-speed transmission of document facsimiles! By satellite to Toronto, Washington and New York; by landline link to 18 UK centres and Amsterdam, Look for the Intelpost sign at participating post offices.

If you'd like to know more about any of the Royal Mail Special Services, write to Dona Selby, FREEPOST, Room G09, Postal Marketing Dept, 22-25 Finsbury Square, LONDON EC2B 2QQ (no stamp required).

(OF SOUTH AFRICA) LIMITED REPORT TO THE SHAREHOLDERS FOR THE YEAR.

ENDED 31 DECEMBER, 1980 The directors report that the audited consolidated results for the year ended 31 Decamber, 1980 are as follows: 12 Months 12 Months 31,12,79 178 388 .1 78L 13 101 LIFO adjustment Profit before taxation 13 398 9 344 Plus: Profit on sale of shares in a 353 wholly-owned subsidiary 13 398 9 697 Group profit

Dividend per ordinary share Bonus dividend per ordinary share The audited consolidated profit before tax for the year ended 31 December, 1980 amounts to R24 241 000 as compared to a profit of R13 101 000 for the previous year. This pepresents an increase of R11 140 000 (85 per cent). In order to combat the adverse effect which the high inflation rate has on profits, the board of directors has decided to change the method of stock valuation to the LIFO (last-in, first-out) method. Air amount of R6 845 000 has been provided for in the income statement for the twelve months, resulting in a profit before tax of R17 396 000. The profit after tax, after LIFO has been taken into account, reflects an increase of R4 054 000 (43 per cent) as compared to the previous year.

58.82c

31.34c

8.00c

Earnings per ordinary share prior to LIFO adjustment Earnings per ordinary share after LIFO adjustment

As a result of the improved profits the directors have decided to increase the dividend with 4.0 cents to 12.0 cents per share. In addition it was decided that a bonus dividend. of 4.0 cents per share be declared.

The improvement in profit can be attributed mainly to the following:—

The steel division increased its profits for the year as—

The steel division increased its profits for the year as—

a result of a higher turnover and better profit margins.

The demand for copper and cable products increased during the year under review and a satisfactory profit.

was realised.

Despatches of aluminium conductor improved and a profit was realised as compared to a loss for the previous

year.

Notwithstanding better domestic market conditions, Veldmaster did not succeed in realising a profit in its agricultural division. This is mainly ascribed to a poor export market and the strengthening of the rand, against foreign currencies.

USEO is still experiencing keen competition in its traditional foundry markets and despite a higher turn.

over, a small loss was sustained during 1980. It is expected that the favourable economic conditions in the local market will continue in the following nine months. In these circumstances, the Corporation will maintain the volume of its steel deliveries in the domestic market. It is however expected that the product mix will be more favour-

The marketing of steel in foreign countries is becoming increasingly difficult as a result of the recessionary conditions overseas, as well as the continual strengthening of the randagainst other currencies. The aforementioned factors together with the prevailing high inflation rate in the Republic, make it difficult to negotiate profitable prices overseas. No significant sales in overseas markets are expected in the ensuing nine

Although local market conditions in the steel and non-ferrous divisions are good at this stage, it is expected that the high inflation rate will increase the Corporation's production costs by more than 20 per cent. In these circumstances, it is expected that the group profit for the nine months will not be lower than that of the corresponding period in 1980.

DIVIDEND DECLARATION Ordinary Dividend Notice is given that a final dividend of 31 cents per R2.00: share for the twelve months ended 31 December, 1930 is declared on the 'A' preferent shares.

Notice is given that a final dividend of 40 cents per R2.06

share for the twelve months ended 31 December, 1980; is declared on the B' preferent shares.

Notice is also given that a dividend of 12 cents per 50 cent. ordinary share is declared. Bonas Dividend Notice is given that a bonus dividend of 8 cents per R2.00

share is declared on the 'A' preferent shares. Notice is given that a bonus dividend of 16 cents per R2.00: share is declared on the B preferent shares. Notice is also given that a bonus dividend of 4 cents per 50 cent ordinary share is declared.

Dividends are payable to shareholders registered in the books of the Corporation at the close of business on 13 March, 1981. The transfer registers and members' registers will be closed from 14 March, 1981 to 27 March, 1981 both dates; inclusive and cheques will be posted from both Johannesburge and London on or about 16 April, 1981. Registered share holders who are paid from the London office, will receive their payment in United Kingdom currency — equivalent to they rand value of their dividends as at 7 April, 1981.

Any change of address or dividend instructions must reach the transfer secretaries on or before 13 March, 1981. A tax deduction of 15 per cent will be applied if applic-By order of the Board

Transfer Secretaries: Central Registrars Limited 28 Harrison Street, Johannesburg 2001 (P.O. Box 61042, Marshalltown 2107) Charter Consolidated Limited P.O. Box 102, Charter House

Park Street, Ashford Kent TN24 SEQ

Registered Office General Hertzog Road P.O. Box 48

0 Holborn Vizduct London ECIP 14J 17 February, 1981

TOTAL OIL MARINE LIMITED

A British Company Incorporated as a Limited Company on July 8, 1964 and registered under the No. 811.900 on the British Registrar of Companies

Head Office: Berkeley Square House Berkeley Square, London W1X 6LT, UK

French Francs 150,000,000 91% French Francs Currency Notes due 1987 guaranteed by COMPAGNIE FRANÇAISE DES PETROLES

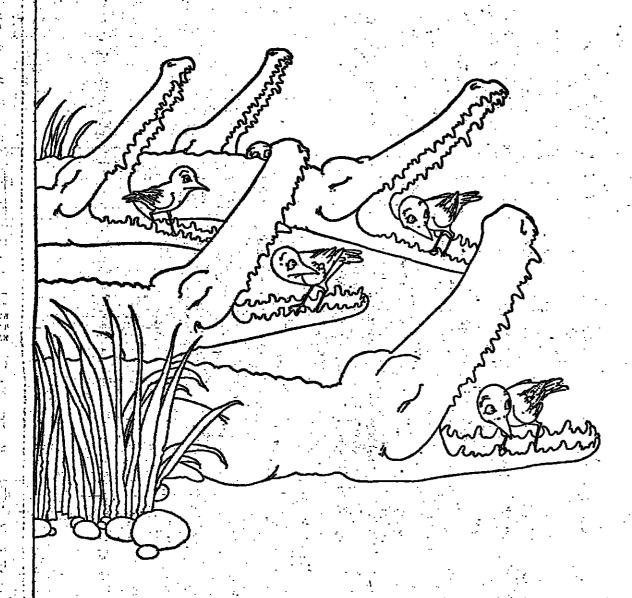
The General Meeting of holders of 93%, 1979-1987 FF 5.000 TOTAL OIL MARINE LIMITED French-Francs currency notes, issued in March 1979, has been held on Tuesday, February 3, 1981 in the offices of BANQUE DE PARIS ET DES PAYSBAS. 33 Throgmorton Street, London EC2N 2BA, to nominate the noteholders' representatives.

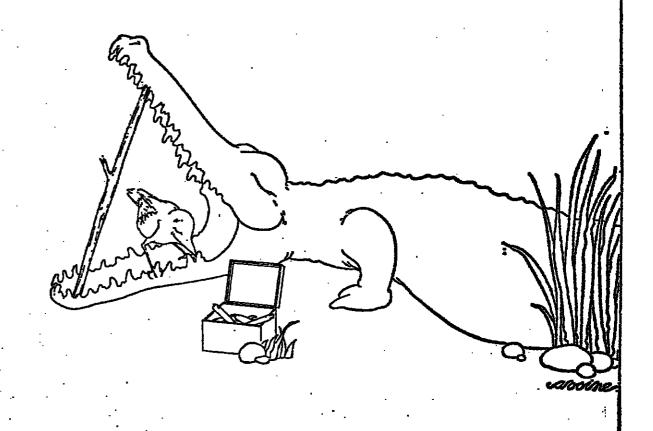
The following individuals have been nominated: Mr. Jean-Philippe Delcroix

3, rue Maurice Denis, 78100 Saint-Germain en Laye Mr. Patrick Stevenson 9, rue Jean Richepin, 75016 Paris Mr. Pierre Verny 100, avenue Jean-Baptiste Clément

92100 Boulogne Billancourt The Board of Directors

When you're the 384th foreign bank to open in London you better have something the other 383 don't.





But before we tell you what it is we'd better tell you what the BFCE is.

Banque Française du Commerce Extérieur is a French commercial bank-with a French name—to which the French Government has assigned substantial mediumand long-term export credit responsibilities and for several decades now we've specialized, as our name suggests, in overseas trade.

But as you can see we haven't exactly knocked ourselves out getting ourselves overseas. While we've always criss-crossed the globe indefatigably for our customers we waited to set up shop abroad until we were ready.

We looked before we leapt. We stayed home doing our bit—a not inconsiderable bit—for the French export trade, in the process building up a solid fund of experience and expertise in international trade and commodity trading-and acquiring a good working relationship with nearly every country in the world.

Although we've been busy setting up representative and trade promotion offices since the early seventies in a number of countries—more than 20 so far—it was only in February, 1977, that we really started exporting the BFCE with the opening in New York of our first overseas branch. (Quickly followed by a loan production office in Houston, an agency in San Francisco and a branch in Milan.)

Last but not least. But the big news, of course, is London-our new City branch just around the comer from the Bank of England in Threadneedle Street.

Now we've finally arrived we'd like to unzip our bags and produce without further ado what marketing men would call our unique selling proposition.

هيكذامن برصل

The BFCE is a "small" bank—in the same sense Mont Blanc is a small mountain operating in one narrow field of specialization. Overseas trade. For you there are three big advantages in this.

It means every single individual customer is very important to us and we'd better make quite sure we're doing a good job.

It means we're experts at being fast and flexible.

And it means we are able to supply you with an exceptional degree of technical and legal know-how along with an exceptional level of competence in the highly specialized area of the international transfer of funds.

We've got the wherewithal. Although we don't have branches all the way from Timbuktu to Kamchatka we are in a position to help with the financing of even the largest projects. (At the end of 1980 the Bank's total assets amounted to £13,700,000,000 with over 90 per cent of our business in international trade.]

In fact, at the Banque Française du Commerce Extérieur, when it comes to solving your problems, you'll find we've got what it takes.

BANQUE FRANÇAISE DU COMMERCE EXTERIEUR 4



1 Angel Court-London-EC2R 7HU Tel: 01-7264020-Telex 894191. Licensed Deposit-Taker

Something new in the City.

THE MANAGEMENT PAGE

A 'Fair Day's Work' paves the way ahead

Nick Garnett analyses a major productivity deal at Perkins Engines

LIKE THE vast majority of eagineering companies in Britain, Perkins Engines was faced last summer with the need to make a sharp cutback in output and employment. Unlike many of them, it decided against closing part of its plant, instead seizing the opportunity to negotiate a productivity deal which has not only increased shop floor flexibility, and reduced demarcation, but has preserved its output capacity for the long-awaited market upturn.

A straightforward cutback of capacity and employment would have meant a 1,000-man cutback in the 7,000 manual labour force at Perkins' Peterborough factory. Instead it cut 870 - all through voluntary redundancies -and achieved an increase in labour productivity of 13 per

The relative smoothness with which the deal went through, in spite of opposition from the union shop stewards obviously owes something to the fact that the shopfloor was made thoroughly aware of the more painful redundancy alternative. and that Perkins' owners, the Massey-Ferguson group. has been in dire financial straits. The shopfloor was also too aware of the impact of soaring sterling -85 per cent of Perkins' output is exported-and of the domestic recession. But these were by no means the only reasons the deal was clinched.

Firstly, the management says that it was important to make members of the hourly-paid workforce realise it was not only they who were being picked on to provide the im-

Perkins has been attempting in recent years to improve the quality of its engines and its equipment maintenance, and also its stock and component control. Much of this has come through the improved use of computers on assembly line maintenance programmes, an increase in the number of meet. After 11 weeks of shipyard ings between management and negotiations the scheme was shopfloor on product quality, and trying to ensure that the correct tools, drawings and stewards' recommendation to spares are where they are reject, and went into effect in needed at the right time. This December. has largely been a management responsibility. Coupled with it annual wage bill as a result of has been a reduction of 320 jobs the redundancies is about £5m among office staff over the past

suffered a considerable amount the one-off burden of redunof labour unrest — including dancy pay-outs, and the continua serious pay strike in 1973 and ing though "very small" cost the workers two years ago --

United Computing

Telephone: Epsom (03727) 29678

United Computing Fourmost House, 12-22 West Street, Epsom, Surrey KT18 7RH

with either gross overmanning or particularly bad working

Thirdly, and quite clearly connected to the last point, is Perkins' simple union structure. Unlike the rest of Massey-Ferguson, Perkins recognises only one union — the Amalga-mated Union of Engineering Workers - for bargaining purposes. Almost all of the 160 shop stewards are AUEW member and the central union negotiating committee with which the company discussed the plan is composed solely of AUEW men. Grievances among members of other unions, such as Transport and General Workers Union and the Boilermakers are put, in effect, through the AUEW-company

Demarcation

The lack of inter-union demarcation lines, which have dogged attempts by other companies to improve efficiency on the shopfloor — has clearly been of major assistance in securing the deal. But there were nevertheless demarcation lines within the AUEW to over-

come. The breakdown of demarcation lines has not been unlimited; the management has made no attempt to induce assembly workers to carry out maintenance work on equipment. John Devaney, the manufacturing director, who first approached the union for a productivity agreement, doubts the value of their doing so given provement, in terms of either the practical need to maintain harder work or fewer jobs. when machinery is becoming increasingly sophisticated.

The ground for the deal was prepared by 20 small management-union groups, which last autumn examined work on a job-by-job basis at the site's four plants within a framework laid down by the company. accepted overwhelmingly by the shopfloor, in defiance of a

Total gross savings on the -equivalent to the yearly expenditure on new equipment. Secondly, though Perkins has From this must be subtracted a lock-out of management by of upgrading 20 per cent of the hourly paid workers, which was

YOU'VE GOT

it says it has not been afflicted a major part of the deal in exchange for their altered work-

ing practices.

In aditional to the straight cut in jobs and the upgrading, the deal also included what is known as the Fair Day's Work programme—a philosophy of harder work and greater flexibility, with specific elements related to hitting output targets.

The scheme covers eight specific areas, though the increased automation and greater flexibility of working practices have also resulted in manning cuts throughout the shopfloor.

• On the engine assembly tracks, a whole layer of senior operators-70 men known as group seniors"—was simply removed. Their function was essentially to smooth the process of engine building and prevent production hiccoughs. Some of their work is very similar to that of a charge-hand (the level between a foreman and an operative).

The work of these men has been absorbed in two ways. Some of it is now shouldered directly by foremen. At the same time, the need for them has been reduced by greater use of data direct from the tracks, linked to greater use of electronic equipment to spot potential production problems—such as a developing parts shortage on a particular assembly line. The slip-hand relief force was reduced by 91. These men covered during periods when an individual assembly worker left his place for a coffee or a

The company managed to do this partly by obtaining agreement from assembly workers to be more flexible about when they left the track-ensuring that only a limited number of men were away from their station at any one time. This flexibility is part of the Fair Day's Work Programme. It was also achieved by the

on sub-assembly through " An assembly operator working on engine head assembly, for example, used to carry out perhaps one or two parts of that operation. Now the more general practice is for men to work right through

The technical effect of this. on the sub-assembly lines is not only to reduce the number of slip-hands but to put them onto deal includes a new output the track for most of the time. monitoring system. • Greater use of assembly men • The company secured a to do rectification work on simple manning reduction in engines while they are under the stores area of 60 storemen, construction on the assembly and 20 group seniors whose tracks. There are now fewer functions included assigning of



Devaney, manufacturing director: the agreement which he ed to negotiate has already boosted productivity by 13 per cent

incidences of engines being work and guidance on how that taken off the track to await work was to be carried out. another worker to do the rectification work. In the machining shops, 75 tool setting jobs were scrapped.

This was made possible by requiring machine operators to do their own tool setting except on the most complicated machinery. In many areas Perkins now employs only operator-tool setters, and has completely abolished the tool setting grade. Assembly workers now sign " for every job they do. so the history of who did what on each engine can be traced. Devaney says this has been done to encourage greater pride in assembly work and not as a tool

for discipline. But the system

does allow management to dis-

cover the source of difficulties

much earlier than it would

Severe

otherwise have done.

 Some groups, particularly those in the machine shops, are now required to meet output targets more consistently, again as part of the Fair Day's Work Programme. In particular, machine operators are expected to work harder to recover lost time as a result of equipment In some cases a failure. machine breakdown is so severe that this is recognised to be impossible. This element of the

If you are in Finance.

can be costly.

you need it now!

balance sheets.

at a fourth...

Marketing or Production, you are in a world where fast decisions are essential, but hasty decisions

To take the risks out of the decision process you need good, fast and accurate information-and

You may need information on

sales-by volume, value, product

or outlet. You may want details of ...

costs-by department, cost-code,

against budget or forecast. Or you

information collected at one

level summarised at another con-

solidated at a third and reported

It is a difficult job and one made no easier because this is no time to buy expensive hardware

But you have all the support you need through the Interactive. Management Information Service provided by United Computing. This service gives you direct access to powerful information

processing facilities through the telephone sitting on your desk.

complete the coupon or phone

Richard Arkleon Epsom (03727)

You need no special computer skills, nor even a computer, And you pay for precisely what you do! No capital outlay no overheads. One fast decision you can make without any risk is to find out more. Ten seconds is all it takes to

or to hire additional staff.

may want profit statements,

budget analyses, cash flows or

• Greater flexibility among inspectors was introduced. The stations were cut and more inspectors were required to " along the assembly line. The number of inspectors was brought down by 51 and group seniors by 16.

Clive Francis, the plant industrial relations manager, who was at the front end of the negotiations, claims the company was expecting more "bedproblems than it actually faced. Management says the changes were operating satisfactorily within a fortnight of their introduction in Decem ber, but it is recognised that it will only be put fully to the test when production capacity is stretched: at present Perkins is working a four-day week.

Perkins maintains that, even before the plan was agreed, it did not suffer from the kind of overmanning under which some UK companies labour. If that is true, its ability to shed such a slice of its workforce in this way is an indication of the size of the problem which is staring such companies in the face. But there is a sting in the

Perkins argues that it would have to lift its total productivity by as much as a third above last year's levels if it were to counteract the effects of the strong pound and other disabilities such as high energy costs, and get back on equal terms with its overseas competitors. So, even with the productivity deal under its belt, the company still faces a hard

Books for OPEC watchers

STUDENTS of OPEC—its history, its influence on world-wide political and economic conditions, its impact on energy balances, and its concern for the plight of the Third World —can find much new source material in a number of recent publications. They include: "OPEC Official Resolution

and Press Releases, 1960-1980," published on behalf of OPEC by Pergamon Press; £18. An unadorned catalogue of official OPEC documents published to mark the Organisation's 20th

mark the Organisation's 20th anniversary.

"OPEC and Future Energy Markets," Macmillan Press; £20. The proceedings of the OPEC seminar held in Vienna, Austria, in October 1979.

"OPEC and the International Oil Industry: A Changing Structure," by Fadhil J. Al-Chalabi; Oxford University Press; £5 (paperback). As Deputy Secretary General of OPEC, Dr. Al-Chalabi was able to provide an informed, but necessarily committed, view of the changing patterns of power in the world oil industry. He also looks at oil industry. He also looks at the interdependence of interests that exist between oil producers

and consumers.

"Oil, Deht and Development:
OPEC in the Third World," by
Paul Hallwood and Stuart
Sinclair; George Allen and
Unwin; £15. This complex topic
is tackled in a non-mathematical
form. The authors conclude that
while OPEC-led price vises have while OPEC-led price rises have had an impact on the nature and direction of the Third World's economies, the consequences have not been as disastrous as had been widely

RAY DAFTER

Company law

The title of the book reviewed by A. H. Hermann on Friday's Management Page was in-correct. It should have read: "ECI Business Guide—Company Law and Related Legislation of the European Communities."

PRODUCTIVITY

Cafe Royal, London. PALACE PUBLISHING Tel: 01-437 7131, 01-439 3833

The dangers of dirty data

JOSEPH WEIZENBAUM is used ' A ... to managerial abuse. So would you be it you went around telling managers they were spending money in a way which, was incompetent, wasteful and

downright dangerous. Weizenbaum is professor of computer science at that temple of technology, MIT. Yet he has turned himself into what might be called a freewheeling "com-puter environmentalist", warning that some time in the 1980s we are going to experience an information catastrophe, like the Three Mile Island nuclear accident or worse."

The basic problem, says this computer professor, is that most of the computer systems in the world are plain incomprehensible—not incomprehended or misunderstood, but beyond human understanding.

He does not just mean the wilful American Air Defense System which in November 1979 indicated for six potentially earth-shattering minutes that a Russian submarine had launched several missiles towards the American mainland (such error-initiated nuclear alerts occur once a week in the U.S., according to Weizenbaum).

No, your friendly office or factory computer may be just as incomprehensible and—to your company—dangerous, he suggests. So may ma state's mammoth So may many of the

Weizenbaum says that "naive observers" of the computer scene—the majority of us, that is-assume that computer systems are designed by a team of experts working to a set of specifications which are in turn derived from an explicit problem statement. "Nothing about that image is

true," claims the professor. There is often no explicit statement of the problem, other than that some process is to be automated and optimised. But optimisation means optimising some parameters of the process at the expense of others."

Not only that, but when the process itself is ill-defined, parameters are hard to define with any precision. "It doesn't help



can be organised"

system should be profitable, or handle a maximum number of transactions per day, or be

The reality of computer systems design, says Weizenbaum, is that "an ill-defined and illunderstood 'problem' is thrown at a team of people who might be called systems analysts, and whose chief obligation is to produce something that runs as soon computer as possible.

The system is then developed by a process that re-sembles nothing so much as Darwinian evolution—almost random mutations stimulated by factors almost totally unrelated to the purpose of the exercise.
"When the system begins to

stagger to life, the original team of authors has already been largely disbanded, assigned to other tasks, having left behind either no documentation at all or so-called documentation which is more complicated than the system itself. Now a proces opportunistic growth begins to take place," with additional functions being added that have nothing to do with the original

Thus is the system "patchedmuch to say that a banking up," and rendered even more

incomprehensible than it was in the first place. The files that one can always print out its. programme, and thus tell what it is doing, is false, says. Welcenhaum. A system is a product not only of its existing hardware and software, but also of its history.

The dangers arise as follows. according to Welzenbaum: in stead of having systems which serve their sponsors' needs, human beings find themselver adapting more and more to the requirements of the system. with the result that they gradually lose control and also

become dependent on it. "The question then arisesoften very argently indeed-ofhow much confidence to place in the system's output."

. To the hundreds of top man-agers who heard his thesis at this month's Davos Symposium of the European Management Forum. Weizenbaum appeared at least a flat-earther, and pos-sibly an ou-and-out Luddite. Under interrogation, however, he protested that he was not advocating the destruction of computers. Instead "we should try to come to understand what

it is we want."
The very fact that computers were complex did not mean that: they need necessarily be chaotic: "complexity can be organ-ised," Weizenbaum argued,

citing a massive mathematical modelling system at MIT which was perfectly comprehensible because, unlike most computer installations, there was a theory behind it. His most telling analogy was

the experiment in which, for just a few seconds, chess masters were shown boards in mid-play. Several hours later, they could remember the pattern exactly. When the exercise was repeated with artificially set-up "play," they were unable to remember because the pattern was illogical.

Computers are often a solution in search of a problem," the unrepentant Weizenbaum declared "Sometimes a better solution would simply be to produce better rubber bands."

Christopher Lorenz





"A Great deal with Cunard

Value for money has always been one of our best traditions.

In fact, the quite exceptional standards of service experienced at The Ritz makes it outstanding value whether for the private guest in a single room, for those requiring a prestigious setting for meetings and small receptions, or for the most grand

giving full details of these, our weekend rates, and other

Green Park

wedding reception overlooking

us for a brochure facilities. Cunard Hotels, high on service, high on value.



For a brochure or to make a reservation contact. The Kitz, Piccadilly, London, WIV 90G, 01-493 8181.

In London: Hotel Bristol, Piccadilly, Cunard International Hotel, Hammersmith.

HOTELS Other hotels: Cambridgeshire Hotel, near Cambridge; Paradise Beach, Barbados; Hotel La Toc, St Lucia

If you really want to learn a language, make sure you go to the right address.

Wells House, 79 Wells Street, London, WIA 3BZ Tel: 01-486 1931-321 Oxford Street, London, WIA 3BZ Tel: 01-486 1931 5 Portman Square, London, WIA 3BZ Tel: 01-486 1931 Leon House, 233 High Street, Croydon, CRO I QR. Tel: 01-686 2862

LANGS SUPREME is for those LANGS of discriminating taste, whose credo is quality, and who will give of their time to enjoy and savour

this product at their leisure.



Building and Givil Engineering

Barrier work is worth £5.1m

work on the Barrier on the metres on the north bank, from wich Ferry and over the front-

Harefield Place, Ickenham, is

Basingstoke Hampshire, is to

be developed by Hunting Gate

on a site, previously owned by

Portsea Island Mutual Co-operative Society.

Hill, close to its junction with

Vinchester Road, comprises a

three-storey block of 8.500 sq ft

gross, 6,000 sq ft net. Specifica-

ments. -

Corrall's £2m job

sion of a Georgian House at picturesque setting.

THE RENOVATION and exten- office accommodation in

the subject of a £2m contract the main house, including exten-

awarded to Corrall Construction sive demolition (particularly of

by Estates and General Invest- the roof and existing vaults)

Following its completion (ex- existing brick and stonework; a

pected to take about 16 months) new complementary office block

the property, together with a on piled foundations; extensive

new semi-circular extension, will car parking, and the revitalisa-

provide 30,000 ft of modern tion of the grounds and lake.

A FREEHOLD office scheme with Commercial Union Prop-

valued at film in the centre of erties with whom Hunting Gate

The development at Sarum site at the corner of Sheet Iill, close to its junction with Street and Victoria Street in

tion includes central heating and 21,200 square feet gross with

The company is carrying out have a completed value of

the development in conjunction between £45m.

Hunting Gate projects

HER LOREN

no designations

This work, for the GLC's dehames Estuary is worth £5.1m partment of public health th John Mowlem and Company. engineering, includes constructing new reinforced concrete £4.3m, involves raising the flood. floodwalls supported by Hdefences by 1.7 metres on section piles and steel sheet piles average for a length of 825 with horizontal restraints prowith horizontal restraints pro-vided by ground anchors or tie just downstream of the Wool- bars and piled anchor blocks in appropriate areas.

work has already started on Work has already started on the project which also includes

Work involves renovation of

and rebuilding with much of the

is also jointly developing 18,900

square feet of offices at High Street, Crawley.

A new office development in

conjunction with the Giltspur

Group concerns a prestigious

sor Motors, this will now realise

Windsor, Berkshire.

and providing temporary flood defences where necessary.

The second contract, worth £1m, is for the Port of London Authority and involves installing navigational aids for shipping in the area of the Barrier. These comprise six noticeboards and three audio installations at various points on both river banks from Purfleet to Rother-

£2.5m in new work for Tawse

ABERDEEN CIVIL engineering contractor, William Tawse, announces new contracts together

Included in these awards are further section of the Megget water supply pipeline system for Lothian Regional Council (valued at £900,000) and construction of 700 metres of sea defence wall at Braighe, near Stornaway, for the Western Isles

work is for Shell. Other British Gas and Grampian Regional Council.

Larmac in Anglo-U.S. Previously occupied by Windcompany throughout, a six- 10 luxury two-bedroomed flats ne son life, finted glass and car adjoining the office develop-narking areas for 34 vehicles ment, which is estimated to

A NEW construction management company has been formed by an Anglo-American partnership and will be called Tarmac

This is the result of a merger between Tarmac Construction and Schal Associates Incorporated, of Chicago, one of America's leading construction management companies. "The purpose of the company

is to provide a professional construction consulting and construction management service. utilising Tarmac's construction expertise backed by techniques and support systems developed by Schal Associates." says Mr. Leonard Arnold, managing director of Tarmac Schal.

Fairclough busy in London and the North

WORK IN London and Lancashire is worth just over £2m to Fairclough Construction Group, and includes a waredevelopment (value f1.5m) at Stag Lane. Hendon. London N.W.9, for the property arm of the Ladbroke Group, London and Leeds Investment. There will be 12 warehouses

two steel-framed buildings.

totalling over 60,000 sq ft, under

a design and build contract for

the development which will take about 40 weeks to complete. A new transport depot for Blackburn Borough Council comprises a £600,000 award. and work has already started on land formerly used for tipping off Whitebirk Road, Intack,

Lawrence builds

WALTER LAWRENCE and Son has won the £2.5m award to build the new National Union of Public Employees quarters at Woolwich. Work has now started on the new five-storey building, and

the contract period is expected

to be about 78 weeks. Project manager is Anthony Brown Stewart, architect is Carpenter Farrer Partnership. quantity surveyor and consulting engineers are Ernest Green

Lightweight guttering ONLY one-third the weight of

cast iron, yet ideally suitable for replacing guttering (or just those sections which have failed) in this material, is a range of pre-painted discast aluminium guttering, available from Alumasc, Burton Latimer, Kettering, Northants (053672

Delivery in a pre-painted state from the company's factory eliminates the costs of on-site painting, says Alumac.

Irrigation in Iraq for Binnie

THE PLANNING and design of the £455m Karkh water supply scheme for Baghdad was en-trusted to Binnie & Partners which announces that it is now approval of the detailed design day to the potable water sup- weeks. the works and electro- plies for Baghdad.

mechanical equipment. Water Supply and Sewerage Projects and Continental Construction Limited, of New Projects and Continential networks in the city area. Delhi, India.

to a French consortium

Binnie will also provide a (SOBEA) at a cost of £450m team of experts to advise the and will entail laying about Administration for the super- 12,000 km of pipeline. Work invision of construction of the volves the mobilisation of 14 Karkh scheme, the first stage of members of the company's staff starting work on the review and which will add 200m gallons a in Baghdad during the next few

Binnie has a long tradition of At the same time. Binnie will irrigation and water conserva-This contract was awarded to send a team of senior engineers tion work in Iraq and has just the Westminster-based consult- to assist the Baghdad Water completed negotiations for the ing engineer by a consortium of Supply Administration in the study and design of the 65,000 the State Contracting Company design review and supervision hectares Greater Mussavib irriof construction of distribution gation scheme, a contract for which work is expected to be The project has been awarded signed in Baghdad within the

£2.5m jobs

FOUR contracts in Ghana, to-

gether worth £2.5m, have been

awarded to Taysec Construc-

tion, an Accra-based member of

The largest, awarded by

Stork-Amsterdam of the Nether-

lands and worth £1.4rg, is for

the Ghana Oil Palm Develop-

ment Corporation. It covers the

design and construction of a palm-oil mill and ancillary

buildings together with roads, landscaping, pipelines, lagonns and fencing at Kwae Plantation.

Kade. Completion is due in

The Volta River Authority

has awarded Taysec a contract

worth £700,000 for building 10

bungalows and related external

works at East Cantonments.

Acera. Work is due to start in

April, with completion next

A £260,000 contract for re-

habilitating earthmoving and other plant and equipment on

the Navrongo-Tumu road, near

the £6.4m Tono irrigation pro-

ject now being constructed by

Taylor Woodrow International.

has been awarded by the Ghana Highways Authority. Comple-

tion is due at the end of this

£123,000, is for the catering division of Ghana Airways. In-

volving the demolition of the

existing kitchens at Kotoka Air-

fourth.

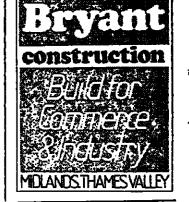
February 1983.

January.

year.

the Taylor Woodrow Group.

in Ghana



IN BRIEF

• Tully Engineering of Newark has won a £im order from the British Sugar Corporation for the fabrication and erection of about 1,000 tonnes of structural steelwork for a new sugar packaging plant and warehouse at Bury St. Edmunds, Suffolk. • Three contracts, together worth more than £1m, cover the

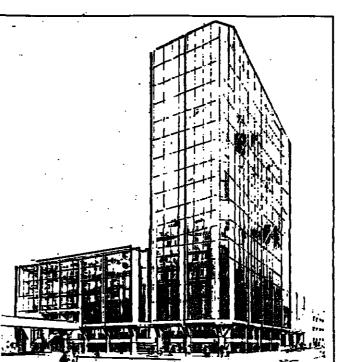
construction of flats, public house conversion and a service station, all won by Y. J. Lovell (Building). • A newly completed shop and office development by Lesser Land at the Broadway, West Faling, has now been let to

Westminster Press and Bejam. • James Drewitt and Son has won an £88,000 contract for alterations and extensions to existing kitchens at Poole General Hospital, Dorset. Demolition work has now begun at Redhill as a further step towards building the town's

new multi-million pound town centre which involves a 1980's style traffic-free shopping pre-cinct, new offices, large stores, a new bus station and civic hall. New roads to service the new complex will also be provided. Work begins immediately on

the A24 Capel by-pass in Surrey. Main contractor is Bovis, and the work involves huilding 3.5 km of dual carriageway between Beare Green and Clarks Green.

 Scott Wilson Kirkpatrick and Partners reports the imminent completion of swamp reclamation, concrete apron construc tion, and installation of piles for the terminal building founport, Accra, as the first phase of dation at Kota Kinabalu Intera redevelopment scheme, it is national Airport, Sabah, East scheduled to take three months. Malaysia.



Artist's drawing of Shire House, near Moorgate, in the City of London, a new office block being constructed for BP. Howick Partitioning of Redhill has won a contract worth nearly Eim to supply and install all the partitioning for Phase One of the project. Phase Two could be as much again, giving a total partitioning requirement of £1m.

Bryant wins five jobs

CONTRACTS TO a total value on the provision of a new wareof £2.2m have been won by house and offices by June this Bryant Construction, and in- year. Value of this contract is clude a £900,000 project for Ad- £im, and the company has prowest Properties for the construction of a further phase of industrial and warehouse units on the Aerodrome at Woodley, near

Reading. Post Office Telecommunics. tions has awarded a £190,000 contract for refurbishment and modifications to the 17 floor, and above of its Midland regional pesquistiete pitijųjud

Work is starting on a fim scheme for BL cars to refurbish and improve facilities in the Test House at the Acock's Green plant, and on a £415 000 shopping development at Kidder-

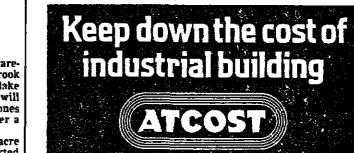
minster. Following the destruction by fire of Taylor Joberns' premises

vided a total service.

Aldershot factory

A NEW industrial and warehouse project in Deadbrook Lane, Aldershot for Dimsdake Development (South East) will be constructed by Henry Jones and Sons (Portsmouth) under a contract worth £11m.

The project is on a 41 acre site that was formerly a Buxted Poultry factory, and will now realise 76.000 square feet of last October, Bryant is working space in 7,000 square feet units.



22 Old Bond Street, London W1X3DA Tel: 01-493 0802

vakued at

Evode Roofing Limited, Common Road, Stafford ST163EH Telephone: Stafford (0785) 45121.

New leadership for the future.

On January 1, 1981, the worldwide TEREX earthmoving equipment operations of General Motors Corporation became a subsidiary of IBH Holding AG of West Germany. TEREX products are now manufactured. by TEREX Corporation at Hudson and Cleveland, Ohio, U.S.A., TEREX Limited at Newhouse, Motherwell, Scotland and TEREX do Brasil at Belo Horizonte.

This is more than just a change in ownership. For TEREX, it is a positive change in direction. It moves TEREX from being a small division of a giant corporation more concerned

with the automotive industry than the construction industry to the flagship position in one of the world's largest organisations which concentrates solely on construction equipment and the market it serves.

In this new leadership role, TEREX will continue to expand as a major force in the market-place.

It will also offer its distributors bright new opportunities for higher volume and profits. And, for its customers, TEREX will be able to offer a product line that will reflect even more favourably on the bottom line of their balance sheets.

New worldwide capability

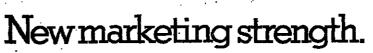
As part of IBH Holding AG, TEREX, and its multinational network of independent distributors, will be more responsive and more competitive.

It will have the capability to increase production to supply new markets, be re-programmed to react more appropriately to the individual international marketing demands, and streamlined to respond more quickly to meet the product, parts and service needs of every market.

New product depth.

Another important advantage of doing business with TEREX is a product line bristling with new possibilities.

Some supplementary pieces of equipment in the IBH Group will favourably extend the existing line of high quality TEREX products. And others will become the basis of entirely new lines.



The most immediate evidence of the new TEREX will be a more aggressive stance and responsiveness to the needs of its customers and distributors.

The overriding group attitude and concern under which TEREX will operate is focused exclusively on construction equipment.

What makes good business sense for TEREX, its distributors and customers will make sense to IBH.

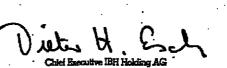
And anything the total group entity can use to support that direction will be available to TEREX.

A new commitment.

The result of having a bold, single direction marketing thrust and a vital international organisation behind TEREX is already beginning to manifest itself. TEREX has undivided group support as it never had before. It can make quick, clear-cut decisions that will allow it to adjust and respond to changing market conditions.

Such a change provides an opportunity to make its long-standing commitment to excellence a total reality.

The new TEREX. We're committed to you and your business. And we're here to stay. WE'LL MOVE THE EARTH FOR YOU TEREX IBH





WE'LL MOVE THE EARTH FOR YOU

ON SHOW AT THE INTERNATIONAL CONSTRUCTION EXHIBITION, BIRMINGHAM



Time for new trade move

BY SAMUEL BRITTAN

news is dominated by items subsidiaries in the West, which such as EEC moves to monitor will provide them both with sensitive Japanese imports, or bargaining counters and direct British complaints about "un- access to markets. But other fair" textile competition from action could also be taken to the U.S., may not appear to be wipe out the idea that Japanese the best time to launch a new trade initiative. The roots of by unofficial silken barriers. It the new protectionism lie so economic difficulties in the on minor matters which have developed countries. These driven European trade officials have been summed up neatly as "the shift from 5 per cent growth and 21 per cent unemployment to 24 per cent growth and 5 per cent unemployment"; and in some countries unemployment is nearly twice as high as the slogan suggests. The temptation to make a scapegoat of foreign imports is all but irresistible.

But appearances can be deceptive. It is often forgotten that the successful Tokyo Round of trade negotiations was begun in 1973 and com-pleted in 1979—a period which covered the first oil price market system, are now beginexplosion, the worst postwar recession to date and a major long-term check to growth and employment. Yet it succeeded not only in the tariff field, but liberal direction they have far in providing codes and procedures for non-tariff barriers. without which the world The fact that reduced imports trade scene would be even means reduced exports was more dismal than it is today.

There are still many interests which can be mobilised on the anti-protectionist side, but only if several issues are taken together as part of an overall confined to a single group of products, such as those covered by the Multi-Fibre Agreement due for renewal this year, or steel quotas, the protectionist interest is bound to predomin-

The picture is transformed if several issues are considered together. There is a whole group of successful Newly Industrialising Countries (NICs) including Korea, Taiwan, Mexico, Brazil and others, some of on industrial imports such as If they offered to bring contracts? down their tariffs and restricand dispensed with developing country" exemptions, they could have a worthwhile offer to make in return for free access to the markets of the developed world.

response to protectionist threats motion.

TV/Radio

BBC 1

† Indicates programme

in black and white

(Ultra high frequency). 9.00 For Schools, Colleges. 11.25 You and

Me. 11.40 For Schools, Colleges.

12.42 pm Regional News for England (except London), 12.45

News. 1.00 Pebble Mill at One.

1.45 Mister Men. 2.01 For Schools.

Colleges. 3.00 When the Bough

Breaks. 3.15 Songs of Praise. 3.53 Regional News for England (except London). 3.55 Play School (as BBC2 11.00 am). 4.20 Touché

Turtle, 4.25 Jackanory, 4.40

6.40-7.55 am Open University

A PERIOD when the business is to establish manufacturing markets are closed to foreigners is suggested that Japanese offiin the domestic cials could be "more gracious"

to distraction. Political hints that domestic purchases of compeling imports would be patriotically acceptable, are also said to be of real importance in the Japanese context. For their part foreign producers might be encouraged to take advantage of the detailed new GATT complaints procedures before rushing in with demands for quotas on Japan.

The most encouraging aspect however of a visit to the trade organisations in Geneva are the signs that the developing countries' spokesmen, who have spent so long denouncing the ning to see its advantages when hands of protectionist forces. If they now want to push in the more bargaining power than

they realise.
The fact that reduced imports dramatically driven home to the British Government which was forced to modify its stand on Indonesian imported textiles by the threat of cancelled engineeras part of an overall ing orders worth several times
If discussions are as much. If the Group of 77 some of them. could act together against the quota threat, the Indonesian example could

become the general rule. European heads of Government and Foreign Secretaries frequently explain that they have to make many overseas visits to obtain export orders. Would it not be better for the developing countries to monitor the degree of free access for their products in different parts which still impose hefty tariffs of the developed world and take this into account in awarding

The GATT secretariat is in a position to conduct new trade negotiations: requiring more political subtlety than earlier tariff rounds. The need now is for a major initiative by statesmen from the industrial coun-At present the main Japanese tries to set the process in

South East only).

George Peppard.

Cymru/Wales - 9.52-10.12 am

I ysgolion: daearyddiaeth. 1.45-2.01 pm Pila pala. 5.55-6.20 Wales

Today. 7.00 Heddiw. 7.20-8.10 The Walls of Jericho. 12.05 am

News and Weather for Wales.

6.20 Nationwide.

7.20 Star Trek. 8.10 Panorama.

7.00 Triangle.

11.05 Film S1.

as follows:

11.38 News Headlines. 11.40 In the Post.

MANIPULATION by the courts to what is meant by the phrase on January 22, which they did feeling. "It seems to me that transferred was neither subject draw, if he wishes, in the form—in the primary sense of a "payment in cash" in clause 5 not, they would have incurred the trifling bank charge, if it to the fulfilment of a condition of cash. Skilful operation—to mitigate of the New York Produce a liability to their bankers to the regions of the law received. the rigours of the law received a sharp rebuff from the House of Lords last week in A/S phrase has to be interpreted not payable until January 26. Since interest was payment which had already been phrase has to be interpreted not payable until January 26. The credit was available Awilco of Oslo v. Fulvio S.p.A. against the background of the fund was, in effect, an overdi Navigazione of Cogliari (The Chikuma). Chikuma).

Lord Bridge, of Harwich, forcibly put the argument in favour of legal certainty as against the supposed merits of individual cases: "The ideal at which courts should aim is to produce a result, such that in legal advice can expect to have the same clear and confident answer and neither will be tempted to embark on long and expensive litigation in the belief that victory depends on winning the sympathy of the

court. This ideal may never be fully attainable, but we shall certainly never even approximate to it unless we strive to follow clear and consistent principles and steadfastly refuse to be blown off course by the cases." Which was a mild rebuke to Lord Denning, who has unashamedly become the loudest proponent of doing justice even in the face of legal rules that appear to provide an unjust result.

The clear and consistent prin- use of the funds. But if the ciple in The Chikuma related owners had withdrawn the funds Court of Appeal to say with

recognised method of transfer-

ring funds, the result of which is to give the transferee the 24 they were entitled to with trifling bank charge would not unconditional right to the draw The Chikumo from the make it conditional." immediate use of the funds charter, on the ground that they transferred. In The Chikuma the owners any given situation both parties of the vessel, on January 24, to a commercial bargain seeking 1976, withdrew their vessel from . charterers' service because the charterers had failed to pay

the monthly instalment of hire

due to the owners on January

22, 1976.

By a telex message on January 22 a credit transfer to York Produce Exchange form of the owners' bank of \$68,863.84 charterparty operating to protect that money for the benefit of the was effected and the funds duce a harsh result. became available to the owners' unexpired term of the time transferee until a date later bank for payment to the charter on January 24 was a than the due date specified in owners, although interest on valuable asset. The charterers' those funds would not begin claim of damages for a to run in favour of the owners' bank until January 26. On January 22 the owners' bank failure, if there was failure, to credited the owners' bank comply with the obligation account with \$68,863.84. Under under Clause 5 was, by contrast, supposed merits of individual January 22 the owners' bank Italian banking law and practice trifling; the interest on the -which in the eyes of any English banker or lawyer has some strikingly unusual features the owners had the immediate

modern commercial practice draft facility for the four days from mid-day on Thursday, and means a commercially after it was transferred.

January 22. The owners had the If the owners were right in full use of it. It was unconditheir contention that on January tional. The mere debiting of a

He managed to persuade his

THE WEEK IN THE COURTS BY JUSTINIAN

cash," this was vet another reverse the decision of Mr. example of Glause 5 of the New Justice Goff, who had held that York Produce Exchange form of the transfer was conditional wrongful withdrawal of The mately on whether the four-day Chikuma was \$3,000,000. Their interest factor did impose a monthly instalment of bire from January 22 to 26 would have

been between \$70 and \$100. This transparent injustice provoked Lord Denning in the

had not received "payment in two judicial colleagues the contract.

The question turned ulticondition. The House of Lords said in deciding whether the transfer was unconditional it was bearing in mind that it was not construing a word in a statute. If the word, uncon-ditional, was to be understood in its narrow, legal sense as meaning that the transferee's

right to the use of the funds

ADELPHI, CC 0:-336 7611. Eves at 7.30. Set. 4.00, 7.45. Mass. Thurs. at 3.00. TONY BRITTON, III. MARTIN, PETER BAYLISS and ANNA NEAGLE in MY FAIR LAUY. Now booking through to October. For group bookings, toleshone 01-836 7358 or 01-378 Gebenore.

ALBERY, 01-835 3572. CC bkgs 379 6565. Gp bkgs 379 6051 or 836 3962. Evgs. 8.00. Thurs. Mat. 3.00. Statis from \$2.90. Sat. 5.00 and 8.15. Sian Philling. Deals Lawson (Most Promising New Altor DRAMA AWARD 1980). Rodgers and Hart's PAL JOEY.

and Hart's PAL JOEY.

ALOWYCH. S. 835 6404. CC 379 6233
110-5. Sals 10-41. Into 836 5332.
ROYAL SHAKESPEARE COMPANY
TON'T. TOMOY, 7.30. JUNG AND THE
PAYCOCK by Sean O'Casey. Judi Dench.
Winner of four awards as Juno, with:
Nikolaj Erdman's THE SUICIDE (Thu.)
and Peter Nichols: PASSION PLAY
(S. Mar.) Prestal booking 22023. Group
Sales 379 6051. RSC also at The
Warehouse-Piccadilly.

AMBASSADORS. S. CC. 838 1171. Erps. 8.0. Tues. Mat. 3.0, Sat. 5.30 and 8.30.

6061.

DRURY LANE Thesire Royal Tel 835
3100 7HE REST LITTLE WHOREHOUSE
IN TELLAS Reduced price prefers
OFFERS FER. 25 A 7 Juny 1. 20
8.30 only. Subs. Ers. Mon to Thur 8.5.
Fil 8 at 8.30 & 8.30. Gross Sales Sox
Office 379 6061.

GARRICK S. CC. 01-835 4501. Evenings 8.0. Until 14 March MAX WALL

FORE 5. CC 61-437 (592. 61-439 6776 FOR 12 WEEKS ONLY-600K NOW! 50LD LUT UNTIL APRIL 1. BOWAN ATKINSON IN BEVUE MON-Fri EVES 8.0 Set. 6.0 & 6.45.

Dy David Marnet.
LYRIC. 5. CC. DT-417 1886. Evenings
6.00. Wed. 3.00. Sale. 1570 and 8.50.
DINSDALE LANDERN NICTO and 8.50.
In ALAN AYCKSCURN'S TAKING

IN THEATHER S' 928 2252 OLIVIER SOME STEPS WATTONAL THEATHER S' 928 2252 OLIVIER SOME STEPS TO THE THEATHER STEPS TO THE SERVICE STEPS OF THE SERVICE STEPS

7.45 LAST PERF. WARNING THE RESIDENCE THE ELEPHANT MAN. COTTESLOE (small auditorium—low price titis): Moos, to Sats, 7.45 THE TICKET-OF-LEAVE MAN by Tom Taylor. Excellent cheep seats from 10am day of the seats

right to the use of the transferred funds on January 22 could be described as unconditional. But the trial judge had understood it in a much wider and more liberal sense as being equivalent to "un-

fettered" or "unrestricted."

If there was any ambiguity in the notion of unconditionality, the House of Lords had no doubt how that ambiguity should be resolved. The underlying concept is that when payment is made to a bank otherwise than literally in cash. that is, in dollar bills or some meaning of clause 5 of the New York Produce Exchange form of charterparty, unless what the creditor receives is the equivalent of cash, or as good as cash. That makes good sense and follows earlier judgments of the courts.

Whatever mode or process is used, "payment" is not achieved until the process has reached the stage at which the creditor has received cash or that which he is prepared to treat as the equivalent of cash, or has a credit available on which, in the normal course of business or banking practice, he can

Rebuff for court manipulation of the law's rigours

The book entry made by the failure to fulfil a condition bank in the account of the subsequent, then the owners' owners of The Chileman owners of The Chikuma on January 22 was clearly not the equivalent of cash, nor was there any reason, why the owners should have been prepared to treat it as the equivalent of cash. It could not be used to earn interest, for example, by immediate transfer to a deposit account. It could be drawn only subject to a liability to pay interest. In substance, it was the equivalent of an overdraft facility which the bank was bound to make available.

The finding by the arbitrator, whose opinion on law was reversed by Mr. Justice Goff, was other legal tender, there is no versed by Mr. Justice Goff, was "payment in cash," within the that there would be a Hability. on the owners to pay interest. That must connote a right in the owners' bank to charge interest; that was a decisive factor. It followed that on January 22 1976 there was no " payment in cash" by the charterers of the hire. Accordingly the owners, having refused to accept the credit as payment in accordance with clause 5, were entitled to withdraw The Chikuma. as they did, on Japuary 24.

The House of Lords was af pains to point out that this was not a case of giving a sensible and intelligent meaning to words in a statute.

Birds Nest switched to Fontwell

for him in the Champion Hurdle-a race for which he has either started market leader or second favourite on three occasions-will be attempting to his Cheltenham strengthen claims at Fontwell today.

The Turnell 11-year-old, who been switched to the

RACING BY DOMINIC WIGAN

Sussex track because the Wolverhampton card has been abandoned, goes for the National Spirit Challenge Trophy.

Birds Nest was to have attempted a fourth victory in the Wolverhampton Champion Hurdle. However, at Fontwell he will face six tough opponents.

last two or three seasons there tends to produce his best runs when giving Fire Drill 30 lbs in the first half of the campaign. and a neck beating in the 16-

BIRDS NEST, who has invari-. At Haydock last time out his runner L'Oreal Handicap ably found one or two too good performance in the Lancashire Rurdle. course's Champion Hurdle Trial suggested that he may, for the viously won another 16-runner moment, be "over the top."

> Never hurdling as fluently as he so often does at Wolverhampton and Newcastle, Birds Nest, at 11-8 on, was beaten by Starfen. At the post Andy Turnell's mount was 10 lengths adrift.

Birds Nest will need to be sharper today if he is to give weight to Connaught Ranger, Random Leg, Mount Harvard, Jugador, Applalto and News

On this occasion Fred Winter's News King looks a more appealing prospect, particu-larly as he is in receipt 12 lbs from the Wiltshire 11-year-old. News King has won a 24 mile chase Although Birds Nest has at Fontwell and has being going retained his form well over the from strength to strength. He put up a memorable performnow seems little doubt that he ance at Newbury last time out

7.00 Nature Watch. 7.30 Coronation Street.

12.15 am Close: "Sit up and

All TRA Regions as London except at the following times:

ANGLIA

1.20 pm Anglis News. 2.00 Money-Go-Round. 2.30 Monday Film Matines: "Miss Sadie Thompson," starring Rita Hayworth and Jose Ferrer, 5.15 Leiver-stry Chellenge. 6.00 About Anglis. 6.30 Movie Memoriss. 12.15 am Re-

ÀTV

1.20 pm ATV News. 2.00 The Monday Matinee: "See Fury," attring Stanley Bexter. 3.45 Monay-Go-Round. 5.15 MR. and MRS. 6.00 ATV Today. 10.30 Left. Right and Centre. 11.10 ATV News. 11.15 Job Hunt. 12.00 Something Different.

BORDER 1.20 pm Barder News. 2.30 Manday Matines. 3.45 Money-Go-Round. 5.15 The Entertainers. 6.00 Lookaround.

CHANNEL

Entertainers. 6.00 Lookeround. lay. 6.15 Wine and Dine. 6.30 Who's Talking.

8.00 West End Tales. 8.30 World In Action.

9.00 The Sweeney.

10.00 News. 10.30 Lou Grant.

11.30 Job Hunt

Lothian.

News King, who had preevent-Kempton's Boxing Day Handicap-by a narrow margin from that same opponent, is bidding for a fifth consecutive victory this afternoon. On his two earlier performances this term News King followed a 12length success over Auckland Jack in Newbury's Seven Barrows Handicap by getting the better of Norfolk Arrow at Sandows.

News King's stable, which won the National Spirit Trophy last year, through a 7-1 on favourite in Snowtown Boy, could also be on the mark with Royal Exile in the Wisborough Green Handicap in which Monty Python is expected to go well.

FONTWELL

1.45—Manawa 2.15—Royal Exile 2.45—News King*** 3.15—Singing Fool** 3.45—Brown Bowler

4.15-Eddie*

"The Log of the Black Peart." 5.15 MR and MRS. 6.00 Report West. 10.28 HTV News. 10.30 Quincy. HTV CYMRU/WALES—As HTV WEST

NIV CYBRUTWALES—AS HIV WEST, SECRET:—10.05-10.20 am About Wales, 11.05-11.20 AM GYMRU. 12.00-12.10 pm Falabslam. 2.00-2.30 Hamdden, 4.15-4.20 | West my Mummy, 4.45-5.15 StR. 8.00 Y Dydd. 8.25-7.00 Report Wales. 8.30-9.00 Yr Wythnos.

SCOTTISH. NCULISH
1.20 pm News Headlines and Road and Weather Report. 12.00 The Stars In Black and White: "Retreat Hell." Starring Frank Lovejoy, Richard Carlson and Russ Taymblyn. 3.45 Money-Go-Round. 5.15 MR. and MRS. 6.00 Scatland Today. 8.40 Crimedeak. 7.00 Now You See It. 10.30 Golf—United States to The Michael 12.55 cm. v. The World. 12.15 am Late

SOUTHERN
1.20 pm Southern News. 2.00 House-party. 2.25 "Monolith Monsters."
3.45 Money-Go-Round. 5.15 Different Strokes. 8.00 Day by Day including South Sport. 10.35 A Music in Camera

TYNE TEES 9.20 am The Good Word 1.20 pm North East News and Lookeround. 2.00 Money-Go-Round. 12.30 Monday Matines: "Father Came Too," starring Stanley Baxter and Leslie Phillips. 5.15 Here's Boomst. 5.00 Northern Life. 10.30 North East News. 10.32 Northern Report. 11.00 WKRP in Cincinatii.

ULSTER 1.20 pm Lunchtime. 2.30 Monday Matines: "The Monolith Monsters." starring Lole Albright. 3.45 Money-Go-Round. 4.13 Ulster News: 5.15 MR. and MRS. 6.00 Good Evening Ulster.

and MRS. 10.29 Vister Ster Weather. 10.30 By This 11.30 SOAP. 12.00 Bedtime.

1.20 pm Westward News Headlines.
12.00 The Monday Metines: "Tight Spot," starring Edward G. Robinson and Ginger Rogers. 3.42 Gus Honey-bun's Birthdays.
1.45 MR. and MRS. 6.00 Westward Disry. 10.32 Westward Late News. 10.36 Mannix. 12.45 am Faith For Lile. 12.20 West Country Weather and Shipping Forecast.

YORKSHIRE

YORKSHIRE
1.20 pm Calendar News. 2.00 ManeyGo-Round. 2.30 Monday Matines: "The
Great St. Trinian's Train Robbery."
starring Dora Bryan, Frankie Howard
and George Cols. 4.05 Caroon Time.
5.15 MR. and MRS. 6.00 Calendar
(Emlay, Moor and Balmont editions).
6.35 Happy Days. 10.30 RL Action
(new series of Rugby League programmes). 11.18 Jab Hunz.

BBC Radio London: 1458kHz, 206m & 54.5vhf

1215kHz/247m 7089kTz/275m

& 92.95vh! & 88-97vhf Stareo RADIO i

9.00 Simon Bates. 11.00 Andy Paebles. 12.30 pm Newsbest. 12.45 Paul Bornett. 2.30 Dave Lee Travis. 4.30 Peter Powell. 7.00 Stayin Alive. 8.00

Richard Skinner.

Capital Radio: 1548kHz, 194m & 96.8vht 1151kHz, 261m & 97.3vhf

(S) Stereophonic broadcast

1 Medium Wave Only
5.00 am As Radio 2, 7.00 Mike Read.

10.00-12.00 John

1.65 BBC Lunchtime Concert (S). 2.10 Matthes Musicale (S). 3.05 Medther: piano recital (S). 4.05 New Records (S). 4.55 News. 5.00 Mainly for Pleasure (S). 5.30 Handel's "Semele" (S). 7.15 The Sinking of the Titanic. 7.35 Handel's "Semele." Act 2 (S). 8.40 Humour. Atoms and History (talk by Dr. Theodors Zeldin). 9.00 Handel's "Semole," Act 3 (S). 10.20 My Heart Laig Bare by Charles Baudelaire (reading). 11.00 News. 11.05-11.15 Dame Nellie Melba.
VHF OMLY—Open University — 5.55-6.55 ath and 11.15-11.55 pm. and for students in Radic Scotland and Radio Cymru areas only: 11.95 pm-12.55 am.
RADIO 4 Peal (S).

RADIO 2

5.00 am Bob Kilbey (S). 7.20 Terry Woods (S). 10.00 Jimmy Young (S). 12.00 David Hamilton (S). 2.00 pm Ed Snewar's Request Shose (S). 4.00 Much More Music with David Symonds (S). 6.00 Steve Jones (S). 8.00 Folk On 2 (S). 9.00 Humphrey Lyttelton with The Best of Jazz (S). 9.55 Sports Desk. 10.00 The Manday Movie Quiz. 10.30 Star Sound, 11.00 Brian Mathew with Round Midnight, including 12.00 News. 2.00-5.00 am You and the Night and the Music (S).

Much More Music with David Symonds (S). 6.00 Steve Jones (S). 8.00 folk On 2 (S). 9.00 Humphrey Lyttetion with The Best of Jazz (S). 9.55 Sports Desk. 10.00 The Monday Movie Quiz. 10.30 Star Sound, 11.00 Brisen Mathaw with Round Midnight, including 12.00 News. 2.09-5.00 am You and the Night and the Music (S). 8.30 News Headlines, 7.45 Thought for Day, 7.00, 8.00 Today's News, 7.30, 8.30 News Headlines, 7.45 Thought for Day, 7.00 News. 2.09-5.00 am You and the Night And the Music (S). 8.30 News Headlines, 7.45 Thought for Day, 7.00 News. 9.00 News. 9.05 Stert the BBC Sound Archives. 9.00 News. 9.05 Stert the SBC Sound Archives. 9.00 News. 10.30 Stert Stert the SBC Sound Archives. 9.00 News. 10.30 News. 10.30 News. 10.00 News. 10.00 Michael Aspel. 12.30 pm Beatles (S). 11.30 BBC Scottish Symphony Orchestra (S). 10.05 Montreerd to the Berons of Fleet Street. 11.50 First Report. 1.10 First

BBC Radio London

BBC Radio London
5.00 am As Radio 2. 6.30 Rush
Hour. 9.03 Morning Star. 10.03 The
Robbie Vincent Telephone Programme.
12.30 pm London News Desk. 12.40
The Tony Fish Tatal Music Show. 2.30
Tony Blackburn. 5.00 The News. 5.15
Music on the Move. 8.33 Inside
London: (glue sniffing). 7.03 Black
Londones. 8.00 As Radio 1. 10.00
Question Time trom The House of
Commons. 11.00-5.00 am Join Redio 2.
I ander Renadicasting

THEATRES **OPERA & BALLET** ROUND HOUSE LLOYD'S BANK SHAKESPEARE WORKSHOPS BESINED BY NEW SHAKESPEARE COMPANY, All Perts. SOLD OUT. Summer Term Workshops at Open Air Theatre open bkg. Marth.
COLISEUM, S. BIS 3161. CC. 240 5258
ENGLISH MATTONAL OPERA Tomor.
& Fri. 7.30: Magambut erly. Wed.
7.30: Toxca. Thurs. & Sat. 7.35:
Cinderella. 104 balcony seats avail. from
10am on day of nert. DLISEUM S. 836 3161. CC 240 5258 LONDON FESTIVAL BALLET. MARCH 3-Agril 4. Mar. 3-14: Romeo 6 Juliec. Mar. 16-25: Coppella: Mar. 25-Agr. 4: GISelle.

COVENT GARDEN. 249 1066. S.

(Gardenchayse CC 336 59C3). 65

(Gardenchayse CC 336 59C3). 65

10.00am on the day of perf THE ROYAL

BALLET ION' 5 Wed. at 7.30 Savernay

(Penney replaces Savenour Wed.) Thurs.

5 52 at 7.30 Gaselle. THE ROYAL

OPERA Tomor. & Fri. at 7.00 Luis. WINDMILL CC. 01-437 6312. Contacts planting Syndays ADDLERS WELLS THISATRE RC1. Tel.
01-837 1872-1873-3856, Credit Cards
10am to Bom 01-278 0871, Today until
Sat. Ers. at 7.30 CONCERTS AT THE
WELLS Today. Tomor, & Wed. Solos &
Duets by Robert Tear & Benjamin Luson
accom. by John Constable. Tets. E1
to \$4.50. Frt. An Evening with Messyl.
Tits. E1 to \$4.50. Sat. Opers Rara,
A Night at the Operetz. Tits. E1 to \$6 OLD VIC. 928 7516. CC. 261 1821. S. Until 14 March, Mos to Sat Eves a 7.50. Wed. and Sat. at 2.00 Winston Nishora and John Kani, a Walting For GODOT Wyndham's, s. 01-836 3028. Credit card bags. 379 6565. Mon-Fi B. Sats. 6-8-8-45. Depo for later accidental Death of an amarchist. PALACE. 5. CC. 01-437 S834, RODGERS & HAMMERSTEIN'S ORLAHOMAI Eval 7-30. Mats. Wed. and Set. 3.00. Groat bookings. 01-375 5061. Better salection of sexts available Mon-Thurk. YOUNG VIC. 928 5363, Ton'L. THE. 7.30. Wed. 7.0 RICHARD II. Thu., Eri., Sat. 7.30 PYGMALION. THEATRES

8.40. Stalls from £2.90. SNAKESPEARE CO. In Wilv new Consady EDUCATING Comedy of the year SWET Awas Julia Waters. Most Promising Drams Critics Award 1980. R at Aldwaych-Warehouse.

3.00.
QUEEN'S. S. CC. 01-734 1168, 01-439
3.449. 01-439 4031. PERCLOPE
RESITE Peter SUFFREY. Barbara
FERRIS IN MOVING. A new play by
Stanley Price. Directed by Robert
Chewyn, Eys. 8.0. Mats. Wed, 3.0 Set.
5.0 and 8.15. Group sales 01-379 606; 1.

RAYMOND REVILERAR, CC. 01-734 1593 At 7.00, 9.00, 11.00 pm, Opers Suns. PAUL RAYMOND presents THE FESTIVAL OF EROTICA. New ACCS. New Girls. New Thrills. 2rd sensational year. Fully air conditioned.

ROYAL COURT. S. CC. 730 1745. FAITH HEALER by Brian Friel with Patrick Magor, Helen Mirren. Stephen Lawin Frows from Wed. B. Opes. Mar. 2 at 7. Mon. 21 Seats £2.

Segs. 7.30.

SAVOY THEATRE 01-836 8888. JOHN ALBERTON, PAULINE COLLING IN Chaires Drew; comment RATTER 57. SEGS. S

FINAL WEEK—MUST END FEB. 28.
SNAFTESBURY SASTESBURY AND WC2
CC. Tel. Box Office U1-836 6596, 01-835
A255. TOM CONT AND GEMMA
CRAVEN. THEY'RE PLAYING CUR
SONG, Prior Salls and Roval Cricle
25.00. 15.30. 55.00. Circle 51.50. All
seats at the Box Trice. Mon-Fri. 8.01.
NASH WEEK, 3.70. Salts 5.00 and 8.30.
NASH WEEK, 3.70. Salts 5.00 and 8.30.
Student Randby 85.00
CONTROL TRANSPORTED TO SALTS
CONTROL CONTROL TO SALTS
CONTROL
CO

Compessioner Jun. 29th Year.

STRAND. 01-835 2680. 836 4143. Evenings 8.00. Mats. Thur. 3.00 5st. 536
and 8.30. LONGEST RUNNING COMED.
IN THE WORLD. NO SEX PLASSAWE'RE BRITISH. Directed by Allan David
Grown sales Box Office 379 8051.

Groom sales Box Office 379 6061.

TALK OF THE TOWN. 01-734 505;
Air conditioner. Credit, cards. LONDON'S
GREAT MIGHT OCHOR
Dinlag and Dancies, SELECE FORD'TH
PRECEDED 35 9.30
SUBBLY? DANCING TILL; 600.

"BUSSLY." DANGING JILL 3 40%.
VAUDEVILE S. CC. 01-838 9938. Twice
sally 2.45 and 7.45. Tim Brcs and
ANDREW LOT DEBBER'S LOSSIN
AND THE LOT DEBBER'S LOSSIN
DREAMCOAT DAILY AT 248 01-379 5061.
EXTRA MATS. DAILY AT 248.

of sects are liable Mon-Thurn.

FALLADIUM. 01-437 7373. 598. 7.30.

Mast Toes. Wed. Thur, and set. st. 2.45.

JIM DAYIDSON. MOLLY SUGGEN.

WINDSON DAYIS. MOLLY SUGGEN.

WINDSON DAYIS. MOLLY BY DESCRIPTION OF THE COMMENT OF THE PROPERTY OF CINEMAS

bootable.

1: RAGING BULL OC) to Dolby Shered.

7: RAGING BULL OC) to Dolby Shered.

8:25 (doors open 8.00).

2: LITTLE LORD FAUNTLERCY ... (t):

Progs. 1.00 (not Sain.), 5.10, 5.30, 8.15 Progs. 1.00 (not Sum.), 5.10, 5.30, (doors open 8.60).

S: THE JAZZ SINGER (A) in Store. Sep. peris. 12.35 (not 5.05, 5.35, 6.35 (doors open 8.4 CLASSIC 1. 2. 3. 4. 5. Oxford St. 01-636 0310: Opp. Tottenham Crt. Rd. Tebes Fully air-conditioned Fully alr-conditioned 1: WATERSHIP DOWN (U) in Doub

ART GALLERIES

CFEVRE GALLERY, 30. Briston St. 19 01-493 1572-3. 20th Century Worl on view, Mon.-Fri. 10-5.

CLUBS

NEW ENCYLO 69. Desn Street, London Win NEW ENCYLC FLOORSHOW

Please send me details of your Worldwide Postal

subscription rates. (BLOCK CAPITALS PLEASE)

Name

Position Company

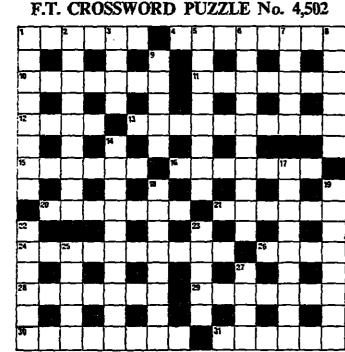
Address

Tel:

Cut out and send to: Len Pearce, Subscription Manager, Financial Times. Minster House, Arthur Street, London EC4R 9AX. Telephone: 01-623 1211 Telex: 8814734

FINANCIAL TIMES EUROPE'S BUSINESS NEWSPAPER

Telex:



ACROSS

- 1 System of purposeful proce- 1 The French in dure to perform in a spasm
- 4 Compact sealed with magic 10 Résumé of decline in health
- 11 Carefully study behaviour and obey (7) 12 Exploit article in official.
- proceedings (4) 13 Support silver and a type of
- publicity (10) 15 Warning about start of breakage in chain (6)
- ing (7) 20 Member joining friend within the eyes of the law
- 21 Made one individual edition 24 Additional part of wall out-
- side university (10) 26 Time to return issue (4) 28 Uncivil and badly brought 23 Save about a pound for up (3-4)
- 30 Dismiss a book that could be

He Co

a cracker (8) 31 Canal supplying food to you

- checkpatterned muslin (8)
 2 Closely studies list for
- policeman (9) 3 Smooth metal (4) 5 Get away without notice in adventure (8)
- 6 Skilful treatment from man and agent around me (19) Cause of irritation in the
- flesh, though briefly sailors follow it (5) 8 Fight doctor in outer garment (6) 9 Become entangled and growl
- 16 A mother worker is unyield- 14 Wheeled carriage around thoroughfare displaying mark on government property (5-5) 17 Catch a horse for a sum
 - 18 Struggle awkwardly with fish 19 Tide rising with soldiers on ship and female reviser (8) 22 Help a substitute (6)

clear of all charges (3. 6)

- ointment (5) 29 Dare to give an opening to 25 Thatcher's successor ? (5) 27 Before the stake (4)
 - The solution to last Saturday's prize puzzle will be published with names of winners next

Scotland—11.00-11.20 am For Schools, 12.40-12.45 pm The Scottish News. 5.55-6.20 Reporting Scotland, 11.40 18 Up. 12.05 am News and Weather for Scotland. Rentaghost. 5.05 John Craven's Newsround. 5.10 Blue Peter. 5.55 Nationwide (London and Northern Ireland—3.52-3.55 pm Northern Ireland News. 5.55-6.20 Scene Around Six. 12.05 am News and Weather for Northern

Ireland.

England—5.55-6.20 pm Look
East (Norwich); Look North
(Leeds); Look North (Newcastle); Look North West (Manchester); Midlands Today
(Birmingham); Points West
(Biristol); South Today (Southampton); Spotlight South West
(Plymouth). 9.25 The Monday Film: "Cannon for Cordoba " starring All Regions as BBC1 except

(Plymouth) BBC 2 6.40-7.55 am Open University. 10.00 Focus. 10.25 A Taste of Work.

11.00 Play School. 11.25 Write Away. 2.15 pm Let's Go. 2.30 Multi-racial Britain.

3.00 Embroidery. 3.30 Wainwrights' Law. Work and Leisure. 4.50 Open University. +5.40 Charlie Chaplin in

Pawnshop. 6.10 Wings and Things. 5.30 Rock Goes to College. 7.10 Mid-Evening News.

7.20 Lulu: George Steiner dis-cusses the genius of Alban Berg's opera. 8.00 Fawity Towers. 8.30 Grace Kennedy.

9.00 Yes Minister.
9.30 "The Jail Diary of Albie Sachs" by David Egar.
11.10 Newsnight.

11.50 Télé-Journal LONDON 9.30 am Schools Programmes. 12.00 Button Moon. 12.10 pm Rambow. 12.30 Vet. 1.00 News. 1.20 Thames News. 1.30 Crown Court. 2.00 The Riordaus. +2.30 Monday Matinee: "My Girl Tisa" starring Lilli Palmer. Sam Wana-

maker. 4.15 Dr. Snuggles. 4.20 Graham's Ark. 4.45 Heavens Above. 5.15 Money-go-Round. 5.45 News. 6.00 Thames News.

6.35 Crossroads.

CHANNEL

1.20 pm Channel Lunch-time News.
What's on where and Weather, 12.00
The Monday Machines: "Tight Spot."
3.45 Money-Go-Round. 5.15 MR. and
MRS. 6.00 Channel Report. 6.15
Cartoon Time. 6.30 The Amazing Years
of Cinema, 10.28 Channel Late News.
10.36 Mannix, 12.10 am News and Weather in French. **GRAMPIAN**

S.25 am First Thing: 1.20 pm North
News. 12.00 Monday Mozines: "The
Pure Hell of St. Trinians," starring
Cacil Parker, George Cole and Joyce
Granfell. 3.45 Money-Go-Round. 5.15
MR. and MRS. 6.00 North Tonight.
6.30 Out of Town. 10.30 The Palace
Presents. 12.75 am North Headlines.
GRANADA
1.20 pm Granada Reports. 2.00

1.20 pm Granada Reports. 2.00
Maney-Go-Round. 12.30 Monday
Matines: starring Googis Withers in
"Buaman's Honeymoon." 5.15 MR.
and MRS. 6.00 Granada Reports. 10.30
R. L. action (First of a series of Rugby
League matches). 11.15 Job Hunt.
12.00 The Darts in concert. HIV 1.20 pm HTV News. 2.00 Money-Go-Round. 2.30 The Mondey Matines:

Radio Wavelengths

& 30-92.5vhf stereo

gramms News. 1.00 The World at One. 1.40 The Archers. 1.55 Shipping Forecast. 2.00 News. 2.02 Woman's Hour. 3.00 News. 3.02 Aftantoon Theetrs (S). 4.35 Home is ... 4.45 Story Time. 5.00 PM: News Magazine.

Covent Garden

Mayerling

Emperor's

affection

taken surely forward, and so is

this with exceptional variety of

dance means and dramatic

texture. We sense here his

rejection of a traditional and

polite view of ballet as a theatrical form. Dance as

cinema, dance as history, seem

improbable ideals: MacMillan

shows them as credible proposi-

tions. In matter of performance

let me salute once again David

Wall's Rudolf, the corrupted

victim, noble, terrifying in his

unhappiness, and unforgettable;

beth, her emotions only un-

It is easy to note certain who in Merle Park's amazing por obvious merits in Mayerling: a trayal, is a woman of mondain massive and rewarding central charm which never conceals the role: a brooding power that astute brain of the procuress. makes Rudolf's neurosis comtheatre; a series of party for Franz Josef which is duets that grandly delineate a the centre of the ballet, with, complex psychological state. It as its core, Rudolf motionless is easy, too, to see how pede while Katherina Schratt sings.

strian front-cloth scenes— Here all the strands of this com-Franz Josef pausing before his plex web of sexual and dynastic ancestral portraits; Hungarian officers enmeshed, Polonius-like, in curtains—are dictated by the practical needs of preparing setpieces on the full stage.

Less obvious perhaps is Mac-Millan's skill in making what picions about Rudolf's Hunnst seem the impossible, in balletic terms, possible: how he has recreated the stuffiness of the Hofburg, socially and emothe butt of one of those tionally; how he has evolved a ponderous "jokes" that make tanguage—part dance, part such daunting recitative mines. part -n has mime-which both expressive clarity and poetic sensitivity. With Mayerling returned to the repertory tormented solo, and no on Saturday night, its narrative energy seemed more than ever potent, and not only in those obvious effusions of passion and suffering which are the duets so central to our understanding of Rudolf's character. our feeling for the characters involved. MacMillan achieves

Three scenes typify for me MacMillan's skill in advancing the narrative. When Rudolf visits his mother in her apart-ments the Empress's ladies seatter at his approach, their merriment instantly dissipated; here follows a piercing interview which reveals the mother's chill distaste for her son's emotions and indicates how imma-ture and deformed are Rudolf's feelings. Hands outstretched and then held back; Rudolf's childish turning of the page that the Empress is reading; his head plunged into her lap, and then his attempt to insinuate himself into her arms-all these are revelatory images. The trio at the Vetsera house is a scherzo of quick, nervous effects: Mary's bubbling, girlish solo (superbly done by Lesley Collier) set against her mother's fond imaging (presented with real warmth by Gerd Larsen) and the calculations of Countess Larisch

Oldham Coliseum

A Majority of One

for Bassetlaw, has written a revealing comedy about British the government's collapse and political life. It is set in and refusing to "pair" a stranded around the Government whips' Northern Ireland member; the office in the House of Commons whips' office reminding the in November 1976. The whips Home Secretary that his job is must get every single one of the in danger if he doesn't do 316 Labour MPs into the divi- something about the MP stuck sion lobby if the Bill nationalis- in Hendon police station after ing the aircraft and shipbuilding turning the bag green on the industries is to be forced North Circular; and the Prime through. Mr. Ashton's theme, Minister apart from anatomising a comparatively unknown aspect of British politics, covers the for them keeping the pay claims bruising, everyday spadework down. done by party loyalists keener on keeping their jobs than on Parliament takes something of saving the country. As one of the whips says, "Without us in MPs in some kind of awe will the boiler room, those silly be

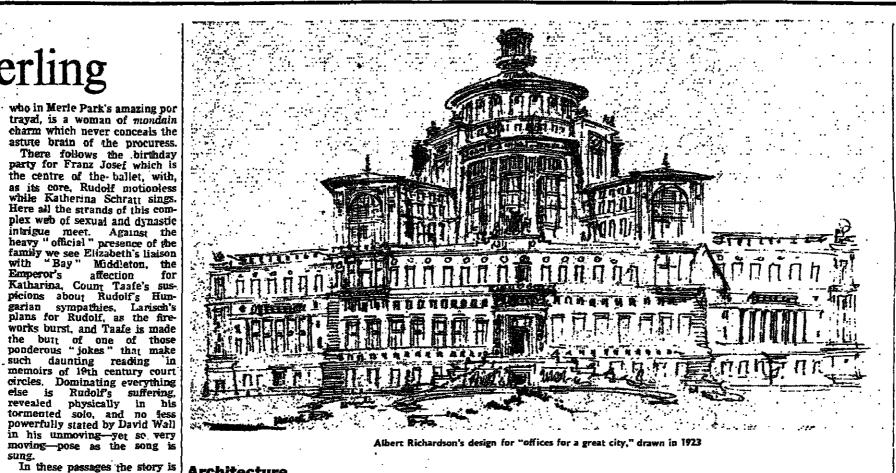
What I like about the play, for all its crudeness and flaws. is Mr. Ashton's unsentimental view of his own world. As a ece about the workings of British politics it is ten times as interesting as the whole of William Douglas Home's output. It is also mildly alarming. The whips know that 300 members are solid. The unreliable 16 include drupks, lawyers and doctors for whom Parliament is convenient hobby, and a Scottish stretcher case who opens the play by complaining that, after 20 years in public life, Nationwide suddenly wants to know all about him. He, along with the others, is being ounded up by the whips using fair means and, preferably, foul. The play is flawed because it shows too obviously its origins

Joe Ashton, the Labour MP illuminating purpose: we see the Opposition leader scenting reminding union leaders that he has promised nationalisation only in exchange

If the democratic process in a knock, only people who hold shocked. The Oldham buggers at the dispatch box audience on Saturday night would have the ship on the rocks reared its approval, but then half of them were MPs. Four seats had been removed in the front row so that Cyril Smith could occupy a reinforced sofa. The odd thing is that Mr. Ashton seems to share the popular contempt for his own breed, and not just the Tories and middle class socialists with Oxford degrees and clean fingernails. The most ridiculed character on stage is a drunken Clydeside member who boasts tediously of his Bachelor of Experience degree gained in the School of

Hard Knocks. Kenneth Alan Taylors production has no great finesse but a great deal of gusto and is therefore entirely appropriate. The Chief Whip and his deputy are very well played by Mike Savage and Malcolm Hebden. and the rest of the company adept at conveying the spurious excitement of an office where dishonesty is usually the

best policy. MICHAEL COVENEY | the young professional soloists,



THE ARTS

Architecture

Tribute to Sir Albert

by COLIN AMERY

Herodiade by MAX LOPPERT

Hérodiade, some way "after paratively ill-finished-the store

Flaubert" and before Wilde and of limpid melodies seems to be

Strauss, presents a candidly used by the fourth and final act. innocent Salome, a Baptist not Easy to note, likewise, even at

unaffected by her charms (it is this relatively early stage in the

not she who clamours for his career of a born opera composer, head), a Herodias who discloses the instinctive feeling for

supposedly long-lost daughter in deployment of means (even the

Herod more openly in pursuit of roles, the Roman pro-consul,

the young girl. In this produc- gets his chance to shine), for

tion, the very youthfulness of the lie of words on a heautifully

all the participants contrived to crafted vocal line—the work was emphasise the gap yawning sung in the original French, less between Massenet's suavely painfully, on the whole, than

lyrical idiom and the credible might have been feared (with expression of religious fervour; especially clear delivery by

of freshness to the tangle of and Gillian Sullivan's Salome).

trayed by the composer— tion beyond the reach of most Herod's "Salome, Salome," in a student ventures was given by

triple time in frequent danger the confident way cast and of sounding glutinous, was here chorus took to Robin Don's

lightened by a gentle touch of handsome, very cleverly worked

opera's closing bars, and a smallest of the six principal

acquired when he was teaching architecture at the University of London and it still suited him in his later years when he was President of the Royal Academy and a fierce fighter for the cause of beauty.

Merle Park's Larisch, with her worldly energies and her odd compassions; Lesley Collier as a Mary entirely obsessive; Wendy Ellis as the brutalised Sir Albert Richardson The Professor is the title of an enchanting memoir of the greatarchitect by his grandson, Simon Stephanie. yet suggesting a complacent dignity as we see her, pregnant, at the Emperor's party; Monica Mason as Exiza-Houfe, that was recently pub-lished to commemorate Sir Albert's birth in 1880. It is written with a light touch appropriate for a man who was frozen with "Bay" Middleton. almost as famous for his eccentricities as for his architecture. CLEMENT CRISP

A mention today of Sir Albert Richardson is likely to bring back memories of the man who was always the complete Georgian: the man who lived at Avenue House in Ampthill, Bedfordshire, without any electricity, who travelled out to dinner in a sedan chair and wore wigs and clothes of the eighteenth century. He was all these things but he was also an important architect and a and observation. doughty fighter for the towns, villages and buildings of England.

Simon Houfe's book is not an the buildings that Sir Albert

diade (1881), given thrice last

week, afforded as enjoyable an

example of student opera as I

have encountered. The danger

in reviewing it is a familiar one.

that of expressing immoderate

admiration for all the commit-

ment, enthusiasm, and musical

vitality on display, of making

this Hérodiade seem of more

elevated artistic stature than

anything issuing from Bow

Street or St Martin's Lane. In

fact. the flaws in Friday's per-

formance were obvious, and are

easily instanced—a shortage of

strong student orchestra under Christopher Fifield; a style of

production, overheatedly melo-

capes flung violently across

staircases and much semaphored

action (Herodias, in particular, swivelled her eyes like a Sue

Ellen of the Holy Land): and.

especially in the male sector of

tone in an otherwise

Collegiate

He was always known as the tecture remains to be written. Professor. It was a title he Instead it is a most readable account of the life of the man who lived by his artistic principles. These principles were formed early in his life and House presents a delightful picture of the youthful architectural protegé visiting aunts in Clerkenwell who told him their memories of life in the reign of George III. Young Richardson was impressed and his eyes absorbed all the details of their Georgian furniture. He cycled as a young man all over the country looking and drawing and collecting from the life the details that would later appear in his own

> His early architectural work was with Leonard Stokes and Thomas Verity and it was complemented by his writing and publishing activities. His great book Monumental Classic Architecture in Great Britain and Ireland during the 18th and 19th certuries remains the most complete on that subject. Like everything that Richardson did it is a combination of ebullience

architecture.

In 1919 Albert Richardson moved to Ampthill where he had youth, developed strong ideas found his ideal home. Avenue House built in 1780 with a wing architectural history. Indeed it added in 1819 is the perfect does not tell us enough about Georgian house. Although it has palace that would be a worthy iron railings on the street

The University College Opera a quite understandable lack of which the opera reveals itself a

production of Massenet's Hero- tonal weight and substance. precursor of the better-known None of this materially dulled Thais and the ways in which

the pleasures of the evening.

relationship

acting, in Christopher Renshaw's at the same time, it lent a shine Philip Doghan's tenor Baptist

dramatic. complete with long emotions already so vividly por- The evidence of careful prepara-

romantic reverie.

with trees and temples and fine sculptures.

Richardson filled the house with his collections; furniture. pictures and all the things he acquired in those far off salad days of the great country house sales. Avenue House was clearly the seedbed of his ideas. Like Voltaire he saw the importance of the well established home as the progenitor of artistic ideas. Simon Houfe rightly also praises the self-sacrifice of Richardson's wife who ran the large house without any electricity and a dwindling number of servants until her death in 1958.

There is not room in a review of this book to survey the architectural output of this remarkable man, but one building cannot be ignored and that is Bracken House, the home of this newspaper. Richardson was in his seventies when he was asked by his friend Brendan Bracken to design offices and printing work to stand on the magnificent site of one acre to the south-east of St. Paul's Cathedral. As the drawing above shows Richardson had, since his on the kind of buildings that belong in great cities. His vision was of a great brick and stone

neighbour to the cathedral. designed—the story of his archi- behind it has a small park filled. The complicated brief for a £6.95.

the earlier opera proves com-

to her variety of colour and pace, for

building that was both a print-ing works and offices inevitably led to compromises and as the editorial and management staffs of the Financial Times have grown the rooms designed for more spacious days have had to be altered and adapted. It is the facades of the building, the quality of the detailing of bricks, stone and bronze that make Bracken House a landmark of quality in a sea of mediocre and characteriess concrete office blocks.

Richardson had in mind the great palaces of commerce of turn of the century Vienna and even Chicago. Anyone walking into the double height entrance hall through the fine doors under the astronomical clock must feel a frisson of pleasure despite the fact that much of the rest of the building presents

a major challenge to the expanding needs of a growing newspaper. Simon Houfe's memoir makes clear that although in many

ways the Professor appeared as a reactionary his views were sound and provided a base for the now flourishing conservation movement.

Sir Albert Richardson The Professor by Simon House is published by the White Crescent Press of Luton at

setting of Herod's first big

scene in a sort of Levantine

Of the cast Miss Sullivan was

the most complete performer, a

glowing actress with a true, well-

formed soprano of heartening

directness (her big air, given in

a programme full of hilarious

misprints as "Il est doux, il est

admired the ease and vibrancy

(if not the occasionally impure

emission) of Phyllis Cannan in

the grandly dramatic mezzo-soprano title role, and Mr.

Doghan's valance in a role lying

hard upon his light tenor. Christopher Blades, whose bari-

tone is filling out nicely, was

Herod, Roger Bryson the Chal-

dean sage Phanuel, and Omar

Ebrahim the Roman Vitellius.

University College Opera has ex-

plored widely and interestingly

since 1951, and this latest addi-

tion to its repertory was fully

bob." was a moment of "real"

Massenet singing).

to irritate.

Olivier

ه کذامن برمبل

A Month in the Country

by MICHAEL COVENEY

first in what promises to be an exciting period at the National is to find a natural, unforced style for Isaiah Berlin's new translation, for the demands of the auditorium, and for the

Mr. Gill's classical work at the Riverside Studios found a series of impressive solutions for that huge wide space. He now, no less impressively, allows the Olivier to do the work for him. The designer, Alison Chitty, has dressed the actors beautifully, and, more importantly, has given them an exciting stage area marked off by a large tilted flying piece of slatted windows. There is no more furniture than is needed: a simple bench for the earden shed and a fragment of white fencing in the fields, all surrounded by a white cyclo-rams on which the clouds go scudding discreetly by.

Islayev's wife, Natalya, monstrously difficult role. Here we have a listless, vain, melodramatically playful lady of the dacha who falls in love with her child's new young tutor from Moscow under the critically reprehensive gaze of a family friend, Rakitin, who has him-self been carrying a torch for Natalya for four years. She is an absurd, even unlikeable, and then when he plays an creation who manipulates the affections of her teenage ward. Varya, in the most devious manner. The difficulty is that the expression of her emotional turmoil is cloaked in language of beightened self-dramatisation. She is funny. She is, in her predicament, reasonably sympathetic. And she is ruthless.

Francesca Annis gives a

My abiding memory of the gerated mode of expression and Prospect Theatre Company pro-duction of Turgenev's play of a considerable vocal techseven years ago is, in fact, of nique. She sounds, in short, two plays. An inner one acted absolutely marvellous, binding out among the characters on the private voice and its public Islayev's country estate and an sound in an effortless display outer one addressed to the of dreamity animated confessions. audience in confidential mono- sion. She can also swoop The major success of splendidly into those outbursts Gill's production—bis of involuntary sarcasm that so of involuntary sareasm that so annoy Rakitin and then swing away to toy with the callow tutor, joshing him for his wooden response when she asks

The other actors are just as good at embracing the audience in the process of stripping of the layers of emotion. Nicel Terry as Rakitin is exactly right, modulating his laconic off-handedness into the final embittered declaration that all love is a catastrophe. And Ewan Stewart is as young and attractive as the play demands of Aleksei. Caroline Langrishe as Varya, like Aleksei, comes of age, notably in the courty of the magnificent scene where Natalya tests her on her feelings about the boy and then proceeds to take off an extraordinary complex session of thinking aloud; she is in love. but is she too old; should she run to her husband; should the tutor leave, is there no other way. . . ?

Around the play's centre are a splendid gallery of characters brought to life with minimal but telling brush strokes. The old doctor is given irresistible comic weight by Michael Gough in two striking scenes: first, where he lines up a recalcitrant bore (David Ryall) for Varya: hilarious to-the-point proposal of practical marriage with an ageing spinster (Mary Macleon). The last ten minutes, with both of Natalya's suntors charging

away from a scene of domestic confusion, is sheer delight, one great pay-off banging into another and ending with Islayev (Robert Swann) aiming a blow at his son's head and landing it stupping performance, com-pletely unfazed by the exag-totally unthreatening visitor. full on the face of a regular and

Rowan Atkinson in Revue

Remember all those ripping expression, gets him through sketches we used to do in the them successfully. Occasionally, end-of-term concerts? Remem- as when he is a schoolmaster ber that chap in C company calling the roll, he depends with who imitated the vicar doing a wedding? Did you see the College Drama Society's revue at Edinburgh? Well, here it all is again, and toppingly done by

Rowan Atkinson Sometimes Mr. Atkinson is very funny-when, for example, he puts on his swimming pants without taking off his trousers. when he tries to explain that massage parlour lost their power i timing is the essence of comedy and can't time his line, when he does a news-bulletin for the deaf in absurd sign-language. At other times he treads too

heavily in well-marked paths, though his technique, relying to my mind too much on facial



Leonard Burs

misplaced confidence on the effect of funny names. He has too much belief in the ability of a punch-line to save a duil

piece. He got a tremendous ovation at the end of a 24-hour stint from the fans that packed the house, and good luck to him. But a lot of what we heard, we had heard before: this isn't so much a revue as a recital of old favourites. Indeed for me it was hardly a revue at all, for it goes on at the same pace all the evening, with little variety. apart fro ma couple of songs with exceedingly funny lyrics, one of which was sung by his composer Howard Goodall

behind a screen. I think it is a handleap that Mr. Atkinson has settled down to one-man shows so early in his life. (He is 26.) He lacks the extra zing that comes from playing comedy with others. There are moments, in the tediously pointless bit about the Senator's wife, for example, and the trivial scene of boredom in the chapel that I thought would never end, when he seemed to be playing entirely to please

I hope he was pleased; but I hope he will move into a scene where he does more than polish up old ideas.

B. A. YOUNG

RUGBY by PETER ROBBINS

as an unproduced television script. The control of the story

ine is less than perfect. But

the majority of scenes serve an

Chance to admire latent skills

of the earlier internationals it was a great pleasure and relief was a great pleasure and relief to be at Twickenham for the Calcutta Cup.

Relief not just for the 23-17 English victory but for the game hich, at international level, has seemed heli bent on selfdestruction:

At last a chance to admire skills that have been latent on both sides and with them a warming spirit of chivalry. When rugby is played in such a spirit and at such a pace it is a superb player and spectator sport. Of course, there were many errors, but if errors were not made tries would not be

Amid unimaginable excitement Scotland led 17-16 with just four minutes of play left. A daring and almost desperate pass midfield from Slemen to Carleton gave Huw Davies an overlap and England's new fly-half scored the try to round off his international debut. Hare's final penalty put England beyond recall but the lead had changed hands six times before Scotland were finally beaten. Unfortunately Jeavons, the

new flank forward, had to leave the field after only 12 minutes. scrum or at the back of the line out. So, Smith had some bad ssion but, to his credit, he took the hammer and looked after Davies. Significantly. later on when Scott began to control the ball better Smith operated much more smoothly.

Davies, replacing the injured Horton, had an unforgettable match. He was into the game early and then his confidence expanded as he assessed every situation calmly before choosing the correct option. His progress has been remark-

able and at last England have a fly-half who looks in command hecause he brought out the best in Woodward and Dodge. Woodward scored an amazing try but twice passed poorly when under pressure. There seemed a different sense of purpose and freedom with Davies at fly-half and htis was also reflected in the wider roles that Slemen and Carleton played.

They have contrasting styles but both actively looked for work rather than waiting for the hall. Mike Davis must be congratulated on this freedom and also in the way in which he has deployed the three-quarters in

is terrifying to see a full back let the ball bounce. Luck was very much on his side on Saturday but I believe Rose will have to be considered for Dublin.

Much has been written in praise of Beaumont and his eadership, but his display on Saturday rivalled that against France last year. He is so extra-ordinarily unselfish in what he does, so deft at the flat, quick

Key areas

Colclough whose contribution to the rucks and mauls is enormous, could not master Cuthbertson or Tomes who also anchored the Scottish scrum so powerfully. At no stage could England dominate Scotland in the tight, as had been predicted, although Scotland were obliged to collapse the scrum and use the wheel to prevent fluent English possession.

One of the key areas was in the contest between the two back rows. Scotland had plundered everything against Wales but on Saturday they also were very constructive. Beattie was a handful when he broke effective.

AFTER THE petrified drabness. He was replaced by Hesford. defence. Unfortunately, Hare loose but it is the return of again gave rise to serious misunable to control the ball at the givings. He kicks goals but it game a new dimension in support and defence. Calder is a perfect complement.

Against this collective work was the England flanker Cooke who was the most outstanding individual. He was quickly up on Rutherford and he intuitively revived England's sweeping move to the left which led to Slemen's try on the right. Not even Neary could have done better. For all this, the England back row play as a unit was not as effective as Scotland's.

Scotland can rarely have played better when losing. In fact, this is one of the best Scottish sides since the war and Rutherford, slightly hampered by Laidlaw's rather laboured passing, exercised enormous control.

He intelligently fashioned Munro's second try. It was his kicking that kept Scotland in touch and he also had the creativeness of Renwick and Robertson in reserve. He called on those reserves selectivly but what really hampered Scotland was Irvine's erratic game. He could catch very little and when he came into the line he was far too well marked to be

TENNIS

BY JOHN BARRETT

Showbiz tours must be restricted

AS HE CROUCHED there, towel in hand, part of the small army of volunteers, mopping up crowns and two Masters sucthe remaining moisture from the surface of the synthetic the grass, Mr. Malcolm Fraser, Prime Minister of Australia, looked up at the nearby TV camera and the battery of cameraman who had material-

romantic reverie. single set; because of it, even worthy of the best standards It is easy to note the ways in such potential nonsenses as the previously reached.

sed from nowhere, and smiled. There were jeers from the cynics among the 11,500 spectators packed into Kooyong's famous centre court in Melbourne who saw the gesture as a cheap publicity stunt. But there were cheers, too, from the tennis fans who were eager to see a resumption of the third confrontation in three days between the two best tennis players in the world, Bjorn Borg and John McEnroe, who were competing for a gold racquet worth A\$50,000 in the 1981 Benson and Hedges Gold

Challenge. Not since 1974 had world champion Bjorn Borg set foot in Australia. Then, as a youth of 18, he had come to Kooyong for the Masters Tournament and lost. He had yet to learn his

Wimbledon titles, five French as the main sponsor. cesses, he has conquered the tennis world, with the excep-Australian championships.

It was the Melbourne-based impresario Paul Dainty, 34, who saw the commercial possi- most indoor tournaments. bilities of bringing Borg to Australia. In 1973 he had persuaded the tennis authorities to sets, adevastating 6-0, 6-4 on lease him the Kooyong stadium for the visit of the Rolling equally impressive 6-2, 6-1 Stones. The three rock concerts attracted 45.000 fans and netted the Victorian Tennis Association

a handsome income. self-confessed fanatic, Mr. Dainty has seen every day of play at Wimble-don since 1973 and two years ago tried to match Borg and Jimmy Connors in head-to-head matches in Australia like the "heavyweight" clashes Connors contested against Laver, New-Caesars Palace in Las Vegas some vears ago.

The sudden rise of McEnroe Borg's natural challenger allowed Mr. Dainty to set up the three-match tour as a TV package on Kerry Packer's net- amateur predecessor, the Inter- ing performers,

Since, with five consecutive work, with Benson and Hedges national Lawn Tennis Federa-Details were completed last December, at a total cost of

about A\$2m, for two indoor played on a circuit court similar to the one used by the pros for For the record, Borg won the

first two matches in straight the opening night and the second evening. After such humiliation

McEnroe was thankful to find something like this true form in Melbourne to win the raininterrupted match 6-4, 1-6,

The significance of these matches is not so much in the results themselves (Borg leads 9-6 in their meetings since November, 1978, in Stockholm where McEnroe became the first in the threat to the established tournament game posed by these exhibition tours.

tion, in preventing the exploitation of their reputations by the leading players

Certainly there is a place for court on a low platform above tion of the U.S. Open and Hordern Pavilion and one out- restricted to the free weeks set doors at Kooyong-all to be aside by the MIPTC. The played on a circuit court similar players need the cournaments to establish their reputations in the first place and should not be allowed to damage the fabruon which the world game is

Certainly a player has every right to play as many exhibition tours as he likes but he should not expect, at the same time to be able to pick a mere handful of prime events in which to appear. There is such a thing as obligation to the system that

produced you. In return the MIPTC must divide the grand prix competition into two players—the championship group of, say, 15 tournaments which the top 128 ranked players must contest, and combe and other opponents at younger player to beat him) as a second group, which would number some 80 events at pre-

sentdemanded. Meanwhile the Australian

The Men's International Pro- tennis public left no doubt in fessional Tennis Circuit is anyone's mind about the popularing no more success than its larity of the came and its leadTelegrams: Finantimo, London PS4. Telex: 8954871 Telephone: 01-248 2000

Monday February 23 1981

Pressures on car makers

-reported by some of the leading the Japanese). The stronger American and European car manufacturers, including Ford and General Electric, responded and Peugeot, have inevitably to Japanese competition by refocused attention on the ducing costs and improving _ unfair familiar scapegoat Japanese competition. Although the recession, high costs and a from what it was 10 years ago; misreading of consumer tastes have contributed at least as -much to the industry's troubles as Japanese imports, pro-tectionist measures are seen as offering some immediate relief. Mr. Henry Ford has spoken of the U.S. industry facing an economic Pearl Harbour." President Reagan's new Trans-portation Secretary has hinted that he may recommend curbs on Japanese cars. In Europe the French authorities are using administrative intervention to keep Japanese sales below 3 per cent of the market.

- Welcome signs

Yet there is another side to the picture. Western car pro-ducers are well aware that Japanese success is based on exceptionally high productivity rigorous attention to quality. They are learning how the Japanese do it and are seeking to apply Japanese techniques (such as the well "quality circles") in their own factories More robots and other forms of automation are being intro-duced. A determined effort to close the gap between Western and Japanese competitiveness is

At the same time there are ance of Japanese companies to several Western companies are invest directly in their main using Japan as the source for markets is being overcome. partly in response to political Nissan's plan for manufacturing in the UK is the most dramatic example and it would be surprising if its great rival. Toyota. did not feel obliged to match its initiative.

As long as protectionism is kept at bay, these two trends should lead to a more efficient industry on both sides of the Atlantic, providing a better service to the consumer. An interesting parallel is the experience of the U.S. TV set industry, which seems to have from a period of in much better shape than it started. The Japanese had seen for small sets, and their assault, as usual, was ruthless and well or selling out to their rivals return.

THE HEAVY losses now being (including in one or two cases companies, such as RCA, Zenith quality. The structure of the industry is now very different most of the leading Japanese companies have their own factories in the U.S. (the fusion between Japanese management style and American labour seems to have been successful). facing a smaller number of more solidly based American manu-The results have facturers. been good for the consumer and for the American economy.

The same process could and should take place in the motor industry, in Europe as well as —if governments allow market forces to work.

Some European companies are uneasy about direct investment by the Japanese — and even more so about the assembly of Japanese cars by local manufacturers, as in the Honda/BL and Nissan/Alfa Romeo agreements. But so far there has been no serious effort at Government block arrangements.

In other sectors too, Japan's links with European and American industry are being American extended — through steadily extended direct investment by Japanese ventures. companies, joint icensing arrangements and the supply of technical know-how. welcome signs that the reluct. In computers and electronics plete machines. This is for the most part a healthy develop-ment, just as the inflow of American investment and knowhow in the 1950s and 1960s gave stimulus to European productivity.

In the Japanese case, unfortunately, the flow of manufactured is still too much in one direction. Among the co-operative arrangements now being negotiated it would be good to see more Western manufacobtaining reciprocal turers access for their own products in the Japanese market. No Japanese competition doubt the low level of import penetration in Japan is partly the fault of foreign suppliers. the markets-mainly But since the Japanese are takestablished distribution channels in the West, through links with major producers were forced out of manufacturers, they should be business, either closing down able to offer something in

The task facing Spain's next PM

Suarez can best be gauged by Prime Minister on January 29 Last week three foreign majority and is expected to consuls were kidnapped in the come through on the UCD vote. Basque country. Before that. one-day general strikes took place there—the first to plete the setting up of show popular disapproval of the murder, by ETA separatists, of a nuclear engineer, the second because of the death in custody of an ETA suspect who, in the laboured phrase of the Minister of the Interior, with so to speak absolute certainty had

been tortured by police. High command

policemen detained pending investigations 1110 and two senior men in Madrid were suspended by the Government. Thereupon the seven men at the top of the plain clothes police force—the high against command terrorism — submitted resignations.

general strike shows that Madrid seems to have made some progress in winning hearts and minds in the Basque country with its cautious programme of regional autonomy. The second shows that the separatist problem is

still very much alive. But it is the police resignations which pinpoint the nations which of the Spanish of the democratic game and. state since the collapse of once and for all to establish the Francoist dictatorship. Within authority of the Government the armed forces, or rather the over the armed forces. A officer corps, the police, and the minority government will not civil service at large, authoritarian attitudes persist. They have not been brought under the full control of the new, party further Right. A divided the full control of which party and a weak government democratic institutions which party and a weak government bare been built principally a would increase the weight of have been built, principally a freely elected parliament and a government responsible to it. balance.

Sr. Suarez resigned as a result the Union of the Democratic main political parties, including Centre, which he had positioned slightly to the left of centre. By doing so he gained the support groupings enabling him to Carlos as a guarantor of civil retain the confidence of Parlia-peace in the country. From a ment. The man whom the UCD put up as his successor. Sr. a remarkable statement. Leopoldo Calvo-Sotelo, proved speaks well for Spain's ability unable to marshal this outside to cope with its problems.

THE SIZE of the task confront- support when he submitted his me the successor to Sr. Adolfo candidature as Prime Minister a series of events since the spanish in a second ballot when he will no longer need an absolute in his policy statement. Sr Calvo-Solelo undertook to comregional assemblies by 1983, the

year when the present Parliament expires. The process was begun under Sr Suarez, and has probably become irreversible. Nonetheless it is distasteful to the diehards who uphold strongly the centralism estab-lished long ago in Spanish history and maintained under the Franco dictatorship. For the sake of more adapt-

able economic management, the Premier-presumptive undertook to relax laws which make it difficult to dismiss redundant workers. He promised fiscal incentives for investments and cuts in Government spending. His difficulties in the economic sphere are huge. There are more than 1.6m unemployed; steel, shipyards and textiles are in trouble; and growth has been minimal or non-existent.

Firm understanding

These economic difficulties inevitably complicate the solutron of the political problems confronting Spain. The chief of these is to establish the rules find that an easy task, especially if the membership of the UCD makes an attempt to move the the military in the political

As against that there is a firm understanding among the the Communists, that the present form of government must be upheld. Sr. Santiago Carino has spoken of King Juan

TEVER BEFORE bave Soviet economic planners faced such a difficult task

as that involved in drawing up the 11th five-year plan which will be presented by Prime Minister Nikolai Tikhonov and approved at the 26th Soviet Party Congress in Moscow which opens today. This is partly because of the "tyranny of distance" which has greatly complicated the

task of planning from Moscow increasingly sophisticated economy over an area covering half of Europe and much of Asia. The economy has not only become more complex, the entire economic axis has steadily shifted eastward as new mines, oil and gas fields and industrial complexes have sprung up in Siberia and Central Asia.

Further complications have arisen out of the need to coordinate the Soviet plan with those of its Comecon partners. This no longer consists of the six East European members alone but also includes Cuba. Vietnam and Mongolia and even India which is not a member of Comecon but whose own five-year plan is now linked to that of the Soviet Union. Events in Poland over the

last six months have underlined the complications inherent in such arrangements and led to considerable revising of plans throughout the

But Poland is not the only unpredictable element in the overall planning picture. The deterioration in East-West relaions, the partial U.S. grain and high technology embargo and above all, uncertainty over Salt 2 and the overall level of military spending has made it more difficult than usual for planners to allocate resources with any certainty or be sure that the kind of Western plant and equipment they require will be forthcoming.

At the same time consistent failure to reach labour productivity targets means that the Soviet Union in particular, with its declining population growth. vast bureaucracy, and inflated military and security establishments is facing a major labour shortage. This shortage is pri-marily a function of the inefficient use of labour exacerbated by two social factorstion with the present structure. Under the circumstances it is legitimate to ask why the Soviet authorities bother to

make the effort to draft such enormous and ambitious sound- 12 per cent of everything. ing plans. After all there is no has top priority claim on the word of five-year plans in the best of everything and its drain sacred Engels: Lenin only talked in rather vague terms of the need for socialist planning. The plan was Stalin's inven-

tion. It was invented to "build socialism in one country" and above all to provide the neces-sary industrial base upon which build up Soviet defence

capacity.

Many in the West would argue that the centrally planned command economy has survived to this day because the Soviet

Planning the unplannable

By David Satter in Moscow and Anthony Robinson in London



PARTY CONGRESSES in the past have witnessed dramatic events such as the "secret speech" of Mr. Nikita Khrushchev, the former Soviet leader, in 1956, in which he denounced the crimes of Stalin. But the congresses of the party Brezhnev era have mainly reflected a distaste for reform.

What was at first taken as an attempt by Mr. Brezhnev to achieve stability following the rapid turnover of party cadres under Stalin and Khrushchev has come increasingly to able a policy of intentional stagnation as the median age in the principal party organs has risen steadily to more than 60 years in the central committee and to over 70 in the Polithuro with no significant attempt to bring in younger men.

There is considerable democratic ritual in the Soviet Union and the Congress with its 5,000-6,000 delagates delegates, dally press brief-ings and bustle of foreign guests will be no exception. The ritual should not be mistaken for policy making, however, because statement of their policies in the Seviet important political system, important political decisions are taken at have come to Moscow to ratify what has already been decided. The Congress is important

Polithuro.

closed meetings of the 13-man

The delegates

not because of any real work but because the pro forma voting on party resolutions and the automatic confirmation of the choices for the 287member Central Committee every five years always repre sents a symbolic watershed for the Soviet leaders and an opportunity to make a public statement of their policies before an audience which is

wasted time. They also mean that millions of Soviet citizens have more money than they can actually use. The result is a massive build up of rouble de-posits in the State banks, vastly inflated prices on a flourishing black market and a disincentive to hard work and initiative.

In the old days Stalin sent people off at gun-point to work in Siberia or build the Moscow metro. Since Khruscher's days the stick has given way to the carrot of higher pay and longer holidays for workers in dirty or dangerous activities or in remote climatically harsh areas. But the lure of higher pay dins when there is little to buy with

But if the shortage of cousumer goods is an irritant and disincentive the shortages and poor quality of food is a cause the deepest embarrassment Even granted the northern latitude and the relatively poor natural soils in large areas of the Soviet Union, the continu-ing lnability of the Soviet economic system to ensure re supplies of good-quality food is the most obvious and incomirovertible evidence of the econo mic inefficiency of the Soviet economic system.

The roots of the Soviet agricultural problem are also political. They lie in the inability of a totalitarian, one party state to permit the existence of an independent peasantry. It is no accident that recognition of the Political control of the Poli that recognition of the Polish farmers' union, Rural Solidarhy is the concession which the Polish Communist leadership, stiffened in this by Moscow, is resisting the hardest.

All the accumulated experience of the last 25 years indicates that there are fundamental human and institutional weaknesses in the Soviet agricultural system which consistently frustrate the good intentions of planners and the Politburo. Despite this the current five year plan is based on more of the same.

WY

distr

ave:

dell.

histo

tion Parli

that

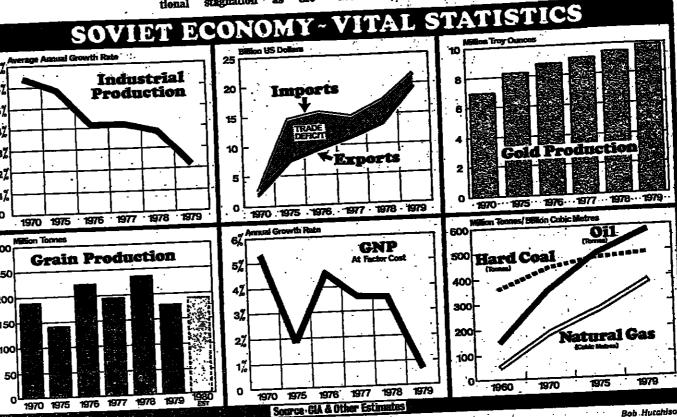
nghi

Cana

Th

This flies in the face of allthe accumulating evidence that more of the same" will not solve the problems of agriculture or any other sector of the economy. The Soviet Union risks being left further and further behind in the microchip revolution which is about to re-model the economies of the West. It also faces increasing difficulties in creating and deploying the sort of sophisticated techniques needed to exploit its distant raw material and energy resources whose development under a more rational economic system could arguably have already resulted in a much richer and satisfied

than 5,000 delegates are sure to hear much exhortation about the need to improve efficiency and productivity. It is also belie the theory of stable difficult to see how this can be translated into real action how ever, without the fundamental lar supply of a wide range of reforms needed to provide the consumer goods throughout the soviet Union and particularly tives which the present system seems so badly placed to



blocks is not obtained through

Union is still organised on war economy lines. This is not immediately apparent from even a careful reading of the Five-Year Plan targets which filled eight closely printed pages of Pravda two months ago. There is no mention at all of the most important single component of the Soviet economy, the sector which western analysts calcugrowing alcoholism and absen- late consumes at least 12 per teeism-which are among the cent of GNP. That sector is most telling indices of frustra- the military, one which turns tion with the present structure. out vast quantities of equipment every year.

Even this does not tell the

whole story, for the military economy does not just take e overall economy is consequently even greater than the bald GNP percentage alone would imply. Experience has shown that as

a device for increasing the military might of the Soviet Union the command economy has worked extremely well. It can also be argued that the combination of the five-year plan and slave labour was also effectiveat untold human cost-in accomplishing the relatively simple tasks involved in building up the

It was also effective 1930s. during World War II and in the post-war reconstruction of the Western part of the country. What it has never been good at, and was never designed for,

is satisfaction of the needs of

Soviet consumers. This is mainly a result of conscious policy. The Soviet economy for planning purposes is divided up into category "A" which covers the military sector, heavy in after "A" production has been dustry and the basic economic satisfied. Thus if Zil was suddustry and the basic economic infrastructure, and category B" which broadly covers consumer goods, including consumer durables. In recent years Soviet propaganda has made This is not to say that the much of the fact that planning standard of living has not impriorities have shifted in favour the consumer and has pointed to the roughly equal percentage increases in output planned from each of these two main sectors in recent five-year plans.

What is frequently omitted is the fact that the turnover of industry is approximately seven times larger than category "B." This means that the share of resources allocated to the satisfaction of final consumer demand is not going to rise dra-

primary industrial base in the matically until these proportions are changed. What is more, a significant

part of category "B" output is actually produced as a kind of skieline by category "A" The classic example dustries. is the Zil heavy truck complex which also produces fridges for the domestic market. Traditionally category "B" production has always depended on sufficient resources being available denly short of steel sheet or workers it would be fridge output not truck output which would suffer. This is not to say that the proved in several respects dur-

ing the last 30 years. The most have taken place in the quality and availability of new housing and personal clothing. The public utilities and basic foodstuffs like bread remain cheap and heavily subsidised by the State tor leading to considerable waste. Much bread for example. is fed to pigs while the regula-tion of heating in mess centrally heated apartment

opening the window. The absence of a rational pricing structure which reflects the real cost of inputs and is sensitive to market changes is

turning down the non-existent

thermostat controls, but by

one of the basic intrinsic defects of the Soviet economic system. Despite the large scale use of computers the task of calculating millions of prices over the entire economy is just impossible to achieve without clear notions on which to base the calculations. The task is made even more difficult by the ideological commitment to the concept that

under planned scientific socialism there can be no such thing as either inflation or unemployment. Inefficient use of labour and widesprea takes care of the employment problem. Queues, shortages and thinly disguised price increases Chronic shortages and irregu-

outside the main cities cause widespread irritation

At this week's Congress the

and provide.

The Pink out of NWG

Pop group Pink Floyd is perhaps the biggest show-biz money-spinner to have been associated with finance and investment managers Norton Warburg Group which has gone into voluntary liquidation and whose shareholders and creditors are due to meet on March 10.

From around 1972 until 1979. Pink Floyd was advised on its finances by the Group's Norton Warburg Management and believed to have invested around £500,000 in venture capitalists Norton Warburg Investments, also run then by an NWG company.

Norton Warburg Investments still shares a telephone number with NWG but severed its other connections last summer and plans to change its name Pink Floyd's involvement in

some other venture capital enterprises has not been reward-Cossack Securities, one investment vehicle set up for it in the days when NWG was



"Im worried about my liver, i don't want to have to drink my whisky neat"

But the cash flow generated ships of the subsequent pay by Pink Floyd's consistent award have diminished Jebsen's

up. got an estimated £5m for a signature payment alone on their album "The Wall" and the record has earned another £10m for the four musicians in the two years since its release. The group's leader, singer and lyricist Roger Waters is said to generate about half Pink Floyd's earnings and lives in a spectacular £2m pad with its own recording studio in East Sheen. Drummer Mick Mason, who has a collection of cars worth around £500,000, and guitarists Dave Gilmour and Rick Wright make up the

All are Lloyd's underwriters and write a maximum of £350,000 of premium income

Well disposed

Atle Jebsen, head of the Norwegian family shipping com-

the family's fortunes at the age of 32 in 1967 when his father was killed in a railway accident. He inherited a fleet of seven panded to 60; and with interests coal strike has been averted.
in another 30, he ranks today The miners hold their annual alongside such major Norwegian conference on the island in owners as Hoegh, Wilhelmsen July and a strike might have

dispute and the effects on the competitiveness of his UK flag enthusiasm for the British scene And with so few UKbased drilling companies, he believes the British Government may smile in turn on his

the Government's monetarist policies merely appear to have made even more of them wring-No-one, I'm told, has done

more to douse the loyal optimism of backbenchers than that life-long exponent of drip-dry economics Professor Friedrich Augustus von Hayek who was summoned to Conservative Central Office recently to instruct MPs in the benefits of the Government's course. Havek first provoked a certain

nervousness at his "think-in" by assuring his audience that the policies would work perfectly with unemployment at 20

calculating that this meant about six million jobless before Hayek was apparently urging them not only to strip the trade unions of all their post-1906 immunities but to return them Amid mild ribaldry, Hayek

was asked if he had read Employment Secretary Jim Prior's green paper on the unions. No, the professor admitted. But he had read a report of it in a

A big sigh of relief from Jersey's hoteliers that a national cramped the free-spending style

Jersey, in fact, had not expected to see the NUM back again after that occasion. York-shire miners leader Arthur Scargill fiercely criticised the union's executive for their decision to meet in a "tax haven" and accused local hoteliers of employing cheap Portuguese

Scargill demanded that the conference should vote to hold future meetings in the coalfields. But Joe "The Gourmet" Gormley, surveying Scargill's support among the delegates with equanimity, "That's lost." concluded: Given the choice of venue for

this, his last year in office, Gormley plumped again for Jersey. He has obviously Jersey. He has onviously enjoyed himself there—and now smilingly recommends it to others in the island's tourist advertising campaign.

Right dress

All is not going smoothly with the Reagan administration's attempts to bring what it considers to be a little "class back to Washington. Secretary of the Interior James Watt let it be known the other day that he would be

obliged if female employees working on the department's senior executive floor in future wore dresses or skirts. There was an immediate

revolt. Every woman employee in the department, from toprate lawyers to staff asistants, turned up for work in trousers. Some admitted they had never worn trousers before but said they were damned if they would accept any arbitrary decrees about how they should dress. The arch-conservative Watt meekly swallowed his words and

Did you hear about the Irish harpoonist who won the Miss Wales contest?

()bserver

12 YEAR OLD FOUND SLEEPING ROUGE IN ABANDONED CAR.

One cold Friday night in January, 12-year-old Sam had a row with his stepfather. It started because Sam forgot to switch off the landing light. It ended with his stepfether, quite literally, throwing him out and telling him never to come back. Although she was worried because of the freezing weather.

his mother was afraid to do anything. After all, she had four other children and a small baby to fend for So it wasn't until Tuesday-when the social worker made a routine visitthat the police were alerted and the search for Sam began. -Two weeks later, Sam was found sleeping rough in an abandoned car. He was dirty, tired

and hungry. Even so, it took over an hour before he could be coaxed out of the car. And many weeks before he managed even a flicker of a smile. There are many children like Samin Barnardo's residential homes. Children whose families have let them down bedly.

Children whose distress cannot

be measured, whose desolation cannot be put into words. Will you help us give them the love and care they need to mend their shattered lives? It takes time and infinite patience. And of course, it takes money. Every \$1 you send helps Dr. Barnardo's

bring meaning to a child's life. \$2 would buy Sam a faw posters of his favourite football stars to put on his bedroom. 25 would buy him a football of his very own. £50 would buy.

you give is worth \$1.43. As well as residential him Ramardo's run temporary homes for families in distract day care centres, and reside schools for the handiceppe Please send what you can

him a bed to sleep in. And it wo

covenant to pay regularly, Fr.

today to help us go on taking exe of children like Sam.

ODr Barmardos Dr. Barnardo's, Tanners Mark Uford, Essex 106 100

enclose a donation of \$2	810 🗆	£25 [] £50[1
Please send me details of or	Párisos vo	so that	I can incr	ART.
the value of my giving.			****	2
W	•	- ·		

To: Nicholas Lowe, Appeals Director, Room 683 Dr. Barnardo's, Tanners Lane, liford, Kasex 106 100.

musical successes since the 1960s is formidable. Earnings from song copyrights, recordings and live performances are estimated at £2m-£3m a year. rising significantly whenever a new album is released. The group, recently rumoured to be on the point of breaking

pany who now plans to sell a 49 per cent stake in his offshore drilling operations to UK investors, has long been a committed anglophile. Before setting up Jebsens Drilling in Aberdeen two years ago, he had been a regular customer of Britain's shipyards. He is one of the biggest foreign owners German newspaper. of UK-registered ships, some 20 nothing," says one MP, "like of his bulk carriers flying the viewing problems from a dis-Atle was put in charge of

Not even the recent seamen's of their last visit in 1979.

activities in that field.

Think tank

Efforts to put more steam behind Tory MPs' support for

per cent. Some MPs had barely finished

to the 1880s.

Jersey: Joe

surrendered.

Fishy story

FINANCIAL TIMES SURVEY

Monday February 23 1981

CANADA

Pierre Trudeau, victor of the Quebec referendum and last year's Canadian parliamentary election, has stirred up a hornets' nest with his proposals for constitutional change and a new energy programme for an oil price "made in Canada". Battle has been joined and has spread to Britain.

Power struggle over reform

By W. L. Luetkens

THE ENTIRE political structure of Canadian federation is creaking and groaning as Mr. Pierre Trudeau's Federal Government and the 10 provinces do battle over a reform of the Canadian constitution and a proposed National Energy Policy with distinctly left-of-centre overtones. The stakes are power and, over the years, billions of

stander who may get hit For historic reasons the final right a reform of the Canadian con-to amend the Canadian constitution rests with the Westminster essentials would be negotiable. Parliament. Mr. Trudeau argues that it is a purely vestigial Trudeau on the day of the right, and that Westminster referendum, but four months must do precisely, and autolater it had become clear that matically as requested by the Ottawa and the 10 provinces Canadian Parliament, where he

the House of Commons in London Allegations of British is anyone's guess, but Mr. to the Act, which would require Trudeau has little prospect that a defined measure of approval his package will have passed by July 1, the deadline he originally set himself.

The bitterness of the battle may come as a surprise after Mr. Trudeau's two political triumphs in 1980. In May he the general elections, electoral defeat in 1979 at the hands of Mr. Joe Clark's Progressive Conservatives. In May of last year, the Quebec elec-torate voted down the proposal of its own Parti quebecois Government to seek sovereignty for Canada's French-speaking province. Mr. Trudeau had always opposed Quebec separatism, and the vote was in some measure a reward for his impassioned campaigning.

Quebec, he undertook, would have its aspirations satisfied by English Canada echoed Mr. were not going to be able to agree on constitutional reform. The provinces, more than half Mr. Trudeau decided to go it

Canada the right to change the Canadian constitution which, in practice, means the British North America Act of 1867. meddling and of high handed-ness on the part of Mr. Trudeau have been flying in Canada and across the Atlantic. The outcome cedure for future amendments

Rights for Canada The latter two provisions caused six provincial Governments to appeal to go to law and the case will eventually reach the Supreme Court of regaining the power which he Canada. What stung them to had held from 1968 until his fury was the amending procefury was the amending procedure which provides for the possibility of referendums in which the Federal Government would be appealing to voters above the heads of the provincial governments. In addition they believed that a Bill of Rights entrenched in the constitution would violate the sovereignty of Parliament and of the provincial legislatures.

Guarantees

and oil, and Newfoundland and Nova Scotia, which are beginning to find hydrocarbons parities of wealth off their coasts, want constitu-tional guarantees of their right policy. Its other elements are resources. It is here the constitutional argument links up with the energy policy. It is no mere coincidence that the only

Trudeau's constitutional package, disagree. So does the select committee on foreign affairs of London will be asked to cede to Brunswick, neither of which has oil. Ouebec is in the same position, but has joined the opposition to protect its aspirations for special treatment as the home of the French-speaking

minority. The federal-provincial argument covers the entire field of energy, including matters such as conservation. But the fight promises to be most bitter about revenue.

Mr. Marc Lalonde, the federal Minister of Energy, argues that hitherto the provinces and the industry have equally retained 90 per cent of the revenues from oil and gas, leaving only 10 per wants to raise that federal share to 28 per cent at the expense of the industry, though there are estimates from the industry that the proposals would really increase his take to 45 per cent.

Ottawa does need the money. Unless it finds new sources of revenue the day will soon come when it will no longer be able to make the transfer payments into the budgets of the poorer provinces which, at present, constitute a fifth of federal Over and above that, the expenditure. These payments western provinces, which have are an important element in maintaining the unity of a country with huge regional dis-

to dispose over these precious a Canada self-sufficient in oil by 1990, requiring costly development of new sources in the coastal waters and from the Alberta oil sands and an of which fiereely oppose Mr. alone. He asked the Federal two provinces to back Mr. Tru-increase of Canadian control a lackbustre fashion. It has

CONTENTS

Beenemy	II
Economic nationalism	. 11
Politics	IV
Energy	. IV
Banking	V
Insurance	
Atlantic provinces	VI
Ontario	VI
Quebec	VII
The Far West	VII
The Prairies	AIII
The North	AIII
Forest products	IX
Mining and metals	İX
Aerospace	: X

over the oil and gas industry from a quarter to at least a half, also by 1990.

the industry Alberta, the main oil-producing province, are up in arms. Alberta is threatening to cut oil production by three steps of per cent each this year in retaliation. There is no telling how the battle will end. The likelihood; simply because neither side, but especially Ottawa, can hold out forever, is a slightly shallower increase of Ottawa's share in oil and gas

The dispute is creating great uncertainties for an economy that has been performing in



The House of Commons in Ottawa, where members and Mr. Pierre Trudeau, the Prime Minister, are debating the future of the Canadian constitution

imports to counteract its current account deficits. Last year, however, brought a wel-come windfall. Higher world prices for wheat and metals caused the terms of trade to swing in Canada's favour and a record visible trade surplus of C\$8bn (about £2.6bn) came about. The current deficit, which had been in the region

ه کامن الممل

likely that the terms of trade will worsen again this year. In spite of a restrictive monetary stance and a tighter fiscal policy, inflation has been running at a rate of about 10 per cent, in some measure the

of C\$5bn in previous years.

C\$2bn.

reverse side of the depreciation of the Canadian dollar since Depreciation restored competitiveness Canadian industry but the question is how long that effect will last. The future conduct and performance of the U.S. economy is the great unknown but there also are signs that for internal reasons inflation is becoming harder to control in

These matters preoccupy the minds of the business world

Canada-wage demands have

not improved the climate for foreign investment in a country that relies habitually on capital to absorb the energies of the politicians.

As though that were not enough most of the chief political personalities in the country have reached turning points in their careers. Mr. William Davis, Progressive Conservative Premier of Ontario, the most populous province, has called an election for March 19. Mr. René Levesque, loser of the Quebec referendum, must go to the electorate by November and could well be battling for the political survival of the Parti quebecois. He has made good his claim to providing "good government" but the outcome of the referendum has deprived the PQ of much of its drive and the separatist wing is

especially disillusioned. In federal politics the luckless Mr. Joe Clark, Prime Minister from 1979 to 1980 will face a critical party convention at the end of this mouth, which may show whether he has lost his chance to lead his party in another election.

The biggest puzzle is Mr. Trudeau himself. Everyone who knows him says that he really does want to get out of politics, but he also has said that he intends to see out the

BASIC STATISTICS Population 23.69mC\$260hn C\$11,300 Per capita TRADE

Exports (1980)

Imports (1980)

Currency: £=C\$2.798 on 10/2/81 Inflation rate pa: 11.2% in 11/80 Gold and monetary reserves: US\$ 3.44bn on 31/1/81

Exports to UK (1979) £1.260.1m

Imports from UK (1979) £766.4m

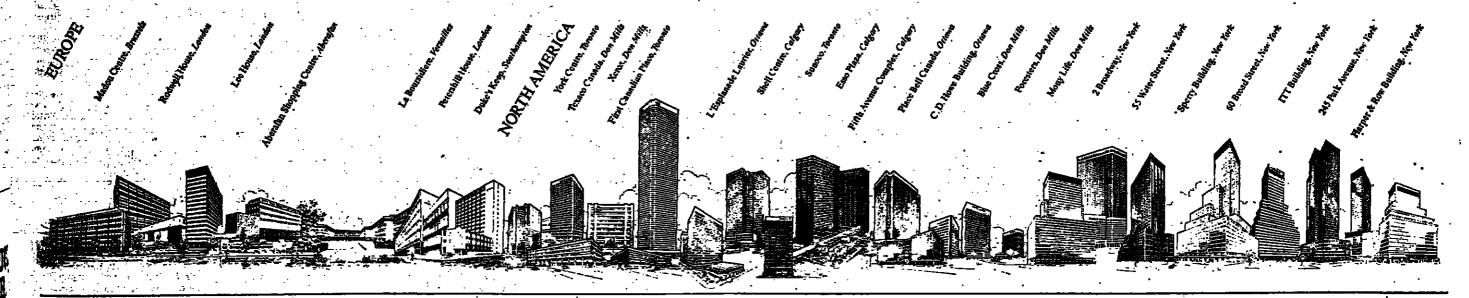
US\$65.7bn

US\$39bn

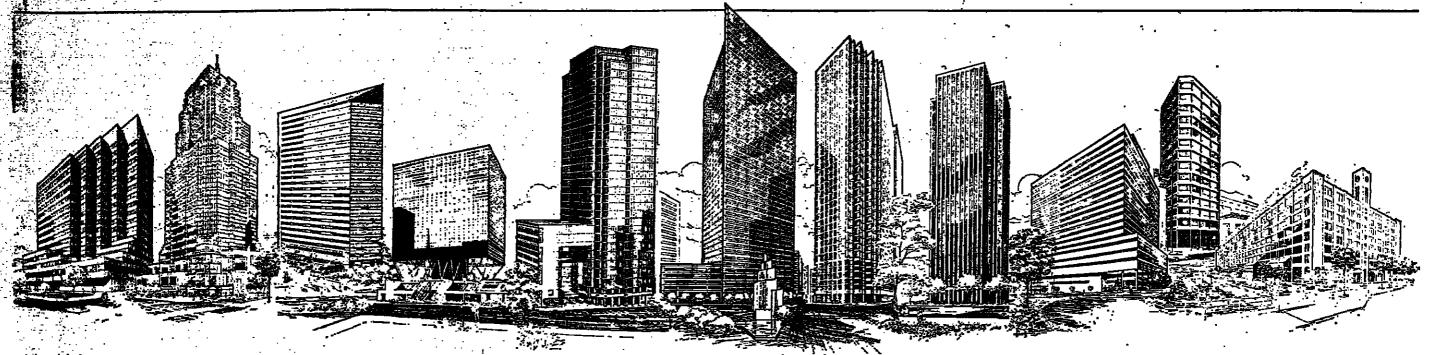
Unemployment: 853,000 in 11/80 (7.3% of civilian labour force)

even hinted at the possibility of a snap election should he find that necessary to give himself a mandate against provincial opposition or British hesitations. Opposition leaders in Ottawa say that would "tear the country apart."

As in the case of the energy policy. Mr. Trudeau has put forward his maximum demands in the constitutional argument. There are possible compromises -but at the present he does not look like a man who wants



Olympia & York, one of the world's leading developers has space for you in these upcoming developments.



EXCHANGE PLACE

EXCHANGE TOWER

LLBERT EMBANKMENT

QUEEN'S QUAY TERMINAL

Olympia & York Developments Ltd. 1 First Canadian Place. Toronto, Ontario M5X 1B5 Telephone (416) 862-6100

English Property Corporation Ltd., 16 Grosvenor Street, London, W1X 0DX Telephone (01) 449-0444

Block Bros. Industries Ltd., 1030 West Georgia Street. Vancouver, British Columbia V6E 2Y3 Telephone (604) 685-3474

Olympia and York Equity Corp., 245 Park Ave., New York, N.Y. 10167 Telephone (212) 850-9600

In 1911, Calgary Power accepted the challenge of providing reliable and economic electrical energy in Alberta. We pioneered many major power developments in this province during the ensuing 70 years. While the basic construction of installations like the Horseshoe hydro plant, in 1911, may now seem only an historical shadow when viewed against the high technology

and scope of generating stations like the Sundance coalfired plant, there is a common and unifying bond between them. It is people. The construction workers, consumers, employees, and investors have given the company direction and purpose throughout the whole 70 years. It is the people of this province who remind us of our past and assure us of our future.

Calgary Power A partner in progress since 1911



Trade improvement may not last

A LATE spurt pushed Canada's of the new U.S. Administration, controls on foreign investment visible trade surplus to a record total last year, bringing much needed relief to the country's external payments balance.

The visible surplus climbed to C\$8bn (about £2.6bn) from half that amount in 1979. As a result the current account deficit may be reduced from CS5bn in 1979 to less than C\$2bn in 1980. On the invisible acount the largest deficitary item is dividends and interest on borrowings and foreign investment. In the first three quarters of 1980 these payments required almost C\$4bn.

The question is whether last year's improvement on current account is a lasting one. The auguries at the moment are none too good. For a start, the wishle account and the total ways were all the control of the start and the start are all the start and the start are all the start ar visible account owed very much to a dramatic improvement in the terms of trade. Whereas exports increased by 16.7 per in value, volume was up by no first 11 months of the year. Higher prices for metals and wheat were a main factor behind this discrepancy, and the trend is unlikely to be maintained. For 1981 the terms of trade will probably swing against Canada.

The Canadian economy, is exposed to the international climate more than most. Raw materials play an unusually large role in its exports — in trade is a major contributor to services, imports are equivalent ports about 28 per cent. Despite several years of government encouragement to divereffects of the economic policies

therefore, will play a central role in Canadian economic pros-

But other forces are at work. Canada meets about three quarters of its oil needs from home production and is a big exporter of natural gas to the U.S.; in 1980 trade in hydrocarbons produced a surplus of about C\$1.75bn but that surplus is declining. Canadian oil out-put from existing sources has reached or passed its peak and for the moment, the U.S. has a

ECONOMY

W. L LUETKENS

proclaimed in Ottawa last year is not yet in effect and, in any decrease in net oil imports: the target of oil self-sufficiency (as elaborated in the energy article of this survey) so far exists on paper only. The opposition of Alberta, the main producing province, to the new policy may cause production cuts adding at least C\$3bn to the import bill this year.

By upsetting the national oil companies, the National Energy Policy could also have an adverse effect on fact foreign trade in manufac capital flows, which as a general tures alone is in a chronic heavy deficit. Moreover, foreign normal outflows on current account. Buying up foreignthe national product. Including owned oil companies (as in the services, imports are equivalent case of Petrofina's Canadian to about 25 per cent of Gross subsidiary) would worsen the National Product (GNP) and ex- capital account unless the money is borrowed elsewhere: but the inflation rate is high. it could also discourage foreign direct investment in Canada. A similar effect could be expected Canadian exports of goods in similar effect could be expected 1979 went to the U.S. The from the proposals, as yet not

concerns to set up branch plants in Canada.

hy a heavy decline in the com-petitiveness of Canadian industry in the early and mid-1970s. In 1976 it pushed down the Canadian currency from somewhere just above par with the U.S. dollar: lately the rate has fluctuated somewhere in a band between 80 and 85 U.S. cents for CS1. That depreciation of the Canadian currency went a long way towards restoring the competitive position of Canadian industry; without it last year's record visible surplus

But the operation, again is whether it can last. Wage claims in Canada bave been creeping up, and settlements are threaening to go above 10 per cent ago with consortiums of rises. Business and the mone Canadian and international tary authorities fear the potential inflationary effect, though the trade unions can point out rhat the inflation rate already is around 10 per cent, and that real wages and salaries have declined in recent years.

As it is, the historic pattern of Canadian capital imports has changed. Since the mid-1970s Canadian direct investment abroad has exceeded inward direct investment. The reasons are various and include the re-patriation of some foreignowned assets in Canada, but also the foundation of subsidiary companies by Canadian activities in the U.S. of Canadian property developers. On the other side of the ledger, falling tariff levels have re-duced the incentive for foreign

The process was encouraged

could not have been earned.

In a country as dependent as

CANADA'S EXTERNAL BALANCES

Canada, therefore, has been to

support the exchange rate. Gold has been sold from the official monetary reserves. The stock at the end of January was 21m ounces valued at U.S.\$913m. as against stocks valued at U.S.\$93?m a year before. These valuations are made at the notional rate of the International Monetary Fund; the market valuation is about 10

times as high.
Overall, the reserves are down to U.S.\$3.4bn from U.S.\$4.1bn at the end of January 1980, but the fluctuations are at least in part due to changed drawings on lines of credit arranged long

Besides its foreign exchange operations, the Bank of Canada has been keeping interest rates roughly in line with those in the U.S. to prevent heavy capital outflows

Fiscal policy has moved from Canada is on imports, the ex-ternal depreciation of the years ago. Government spending Canadian dollar has an inevit-will not grow faster than the able inflationary effect. The nominal economic growth rate of economic growth

by the Finance Minister, Mr Allan MacEachan, works

MacEachan, works.

short-term prospect

then, are mixed. Payments are less of a worry than expected but the inflation rate is high Growth, stagnant in 1980, is expected to pick up slowly later expected to pick up slowly later this year. America permitting. In the medium run growth potential is estimated at 3.5 per cent, which is not exactly brilliant, and it will prove hard to bring about a significant reduction of an unemployment ratio of 7 to 2 ner cent (These ratio of 7 to 8 per cent. (That figure is deceptive; by Canadian standards 4 per cent is close to full employment and, moreover. year after year, there has been

a net increase of employment.) The longer term outlook must be reckoned to be a good deal better. After all, the country has prolific reserves of energy in all its forms, is in the van-guerd of some modern technologies and has an efficient service sector. Even now, the bustling activity in the centres of Toronto and Montreal does

Plan to tighten controls on foreign concerns

CANADA HAS been swung on

economic aims. Since the mid-1970s new

In addition the Canadian Government would assist Canadian companies wishing to repatriate foreign-owned assets or to bid for ownership or control of companies subject to take-over bids by non-Canadians Neither proposal has so far led to any legislation being tabled. and there has been opposition both from the business world and within the Cabinet. Except in the case of oil companies (whose position is discussed in the energy article of this survey) nothing may happen for some time to come - but the threat has not been withdrawn. The theme of economic nationalism is not a new one in Canadian affairs. With a little imagination it can be traced back to the so-called National Policy of a century ago which in its bare bones, consisted of building up highly protected manufacturing indus-tries in central Canada and of holding the country together by

The pendulum has swung to

Industrial materials

Consumer goods

Other EEC

That same course of g continentalism" was pursued after World War II, when it brought country but was also, after a prisingly in the light of the

Canada, vast though its size is, has only about a tenth of the population of the U.S.; with few exceptions its citizens live within reach of U.S. television. Canadian families reached the country not directly from their countries of

origin in Europe but via the U.S. Maintaining Canadian-ness in those circumstances has not heen easy. But anyone visiting the country will find that though the cars (and even the sizes of the coinage) are American, Canada has maintained its own style.

ECONOMIC NATIONALISM

W. L LUETKENS

strong reaction against continentalism set in the 1960s. spurred to some extent by the U.S. involvement in Vietnam. A Royal Commission reported on Canadian culture and on the future of the economy. The notion arose of "buying back" Canada, which is reflected in present energy policy and the Throne Speech. The process of screening foreign investment

has its origins in that period.

It produced other legislation as well. The Canadian Bank Act of 1967 banned foreign owned banks: a revision which came into force in 1980 still leaves them under a number of disadvantages (discussed in the banking article of this survey). In order to stimulate the native publishing industry, Canadian concerns are not allowed to set off against their tax liabilities expenditure incurred on advertising in foreign publications. A similar rule applies to adver-tising on U.S. television.

The contents of broadcasts is regulated to ensure that much it is Canadian (and that Canadians get employment). As a rule of thumb more than half of what is on television has to again.

begun to worry whether this attention to quantity may have

In the industrial field the overwheiming American dominance is measurable. About twothirds of Canadian industry (by assets) is foreign-owned, and that means overwhelmingly by Americans. In the case of mining and smelting the share is about a half, in that of gas and oil about three-quarters, and in manufacturing about threefifths. Since wholesale nationalisation is unthinkable, that means that foreign investors have to be treated with care unless unacceptable rates of un-

employment are to be courted. Accordingly it has turned out that the vast majority of appli-cations for takeovers or green field schemes submitted to the Foreign Investment Review Agency (FIRA) have Agency (FIRA) have been approved Up to the end of 1969 it had allowed 1,106 of 1,226 proposed foreign takeovers and 1.007 of 1.169 applications for new investment.

What cannot be known is how many potential foreign inve tors have been frightened off by the entire proceedings. On balance they probably need not have been frightened: a good lawyer specialising in FIRA cases seems to be able to get most things fixed up.

But the entire process has come under some criticism in a recent study for being slow (the average time for processing all but small applications is 100-120 days), and arbitrary. Precise guidelines have not been published, though there is a code for foreign investors urging them, among other things, to have a high Canadian representation in management. to aim for depth of manufacture to counter Canada's dependence on exports of raw materials, and to reinvest profits in order to attain growth.

It remains an open question whether the monitoring of foreign companies' performan foreshadowed in the Speech from the Throne, if ever it comes, will be backed up by sanctions. At present the auguries are that it will not Canada is too dependent on capital imports and on job creation. Besides, the historic pendulum

Economic Development

If you believe in long-term business planning, the

Alberta Advantage will be especially attractive to

you. It consists of a unique combination of benefits.

Among them you'll find a strong philosophy of free

enterprise. An abundance of natural resources.

Plenty of low-cost energy. And the lowest overall

taxation rate in Canada. It's all part of the Alberta

Ambition can flourish in this quickly growing prov-

ince. Vast areas await those with the imagination

and initiative to innovate, cultivate and enlarge their

entrepreneurial horizons. Join the dynamic individuals who have given rise to well-planned, modern cities, burgeoning communities and thriv-

Advantage.

ing industries.

Alberta House, 37 Hill Street London, England W1X 7FD

International businesses are using it to expand and prosper



Joint ventures and licensing arrangements are en-

couraged. Investments are particularly welcomed

in the areas of mining, food processing, manufac-

turing, petrochemical, metal products, mineral and

If you'd like to learn more about Alberta, please

write, call or telex Alberta Economic Development,

forest product developments.

Phone: 01-499-3061, Telex: 51-23461.

economic nationalism by the Trudeau Government which was great prosperity to much of the returned to power a year ago. Ambitious targets have been set for 50 per cent control of the hydrocarbons industry by 1990, economy. That is a favourite and foreign investors in other word in Canada-and not surindustries have been urged to

foreign investment has been screened, and the Cabinet has had the power to forbid investments not calculated to bring "significant benefit" to Canada. In the Speech from the Throne in which the present Government announced its policies, a tightening up was proposed.
Large foreign concerns aiready established in the country would be subjected to performance reviews to ascertain whether they were bringing substantial benefit to the country.

subsidising the construction of transcontinental railways.

and fro since. Periods of nationalism have been suc-ceeded by periods during which Canada leaned heavily upon outside sources of equity capital. In the early days Britain was the main source; by the 1920s it had been overtaken by the U.S. The manufacturing sector was to a great extent populated by branch plants of U.S. concerns, which supplied the protected Canadian market with the products it

IMPORTS

EXPORTS Main Exports (1979) Main imports (1979) (percentage of commodity exports) (% of merchandise imports) Wheat Newsprint Motor vehicles and parts 25 Motor vehicles & parts Producers' equipment Non-ferrous metals and Other manufactured Main suppliers (1979) Main Customers (1979) (percentage of commodity exports) Other EEC

last

ntrols



The Edge:

That's us. The Royal Bank of Canada.

As North America's fourth biggest bank and with assets exceeding \$Cdn. 60 billion, we have consolidated our international strength as a bank, by adding to our long established technical expertise in energy and mining.

What makes us a world leader?
Our Global Energy and Minerals Group,
with the largest reserve of technical experts on
stall of any bank in the world.
West we get into.

led by the former Chairman of Canada's National Energy Board, our technical division enables us to become involved in diverse and distant projects — from financing North Sea oil to acting as financial advisers on a major Australian pipeline. What we do.

We can handle project evaluation and financial structuring in oil sands, synfuels, rigs, pipelines, refineries and petrochemicals.

We lend financial support to offshore petroleum development, conventional oil and gas production, rigs, heavy oil, enhanced petroleum recovery, coal mining projects, you name it.

With the help of our Resource Information.



and Analysis Group, we provide expertise in oil and gas price forecasts, costs and royalties, as well as government regulations, project intelligence, energy and minerals information resources. We also provide modelling and simulation of project financial flows and risk. How to tap our resources.

You can reach the Global Energy and Minerals Group at its offices in London, Singapore, Denver, Dallas, Houston, Calgary, Toronto or Vancouver.

Then again you can contact us through any of our 200 operating units, located in 44 countries around the world.

Within as little as 24 hours, we can have experts on your site to discuss your needs. We have the lending capacity to do business of any size, anywhere in the world.

We know you want fast, accurate results.
That's what we give.

We know you want people who understand

your business.
That's what we have.

We know you want a world class bank with proven capabilities.

That's what we are.

To survive and prosper in today's energy jungle, you only have one choice-Call us.



THE ROYAL BANK OF CANADA

North America's Fourth Biggest Bank.*

Raning by deposits as of Sept. 30/80

Major hub airports are nearing Sating 106 Aircraft are stacked as arrival and departure

Now, DASH / has another approach:
Short-field, takeoff and landing gapability
and a new firee dimensional area navigation
option (3-D RNAV) allow DASH 7 to use him-

result is increased airport capacity. And less

wasted time and fuel.

commuter aircraft.

active stub runways. Without interfering with conventional traffic. Without additional ATC: The

Good reasons for choosing DASMA WASHING

Philadelphia-based Manaoffe Air lines chose DASH 2-Saddi Air Wisconsin, Golden West, Horsio Avation, Golden Gale, Hawaisis

Air and Rocky Mountain Air-

ways. Because they kneed their

become scarce. The result is wasted time

Trudeau's battle royal for sovereignty

colonial days, the British Parliament still has to approve fundamental constitutional change in Canada: Mr. Trudeau wants the Westminster parliamentarians to cede that right to

Agreement is pretty well universal that the change should be made. But Mr. Trudeau's proposais go a good deal beyond a mere "patriation" of the constitution and have run into stiff opposition from at six and probably eight of the 10 Canadian provinces. They feel that Mr. Trudeau is using patriation to increase the powers of the Federal Government in Ottawa at the expense of the governments of the pro-vinces. Only Ontario and New Brunswick have sided with him.
The second front upon which

British. The British Government. clearly, is anxious to avoid being involved in what is purely Canadian quarrel.

But tempers began to run on foreign affairs of the British House of Commons came to the view that the Canadian Government had no right to demand that Westminster must act automatically provided the Canadian Parliament requested patriation. The committee held that

powers must enjoy support from the provincial governments · also. Mr. Trudean has stirred up this hornets' nest with two
aspects of his proposais: the
method by which he wants
Canada to be able to amend its constitution, once it has been patriated: and the incorporation

a measure so profoundly affect-ing the balance of power

between federal and provincial

Canadian Prime Minister, is Charter of Rights for Cana- of Canada's main oil producing fighting a two front war to make dians. Most of the provinces, province, Alberta, has said that Canada fully sovereign in law as well as the Progressive Con-as well as in fact by giving it servatives, the official opposimastery over its own constitu- tion at Ottawa, argue that tion. As a relic of Canada's Westminster is being asked to impose things for which Mr. the end Trudeau has insufficient support survey). in Canada.

The crucial part of his proposal for future amendments introduces the possibility of referendums, going over the heads of the provincial governments. Changes would require the approval of either the governments, or of the electorates, of a weighted majority of provinces including Ontario. Quebec and of majorities in the West and the Atlantic provinces, as well as of the Federal Par-

POLITICS W. L. LUETKENS

The Charter of Rights has aroused opposition on the grounds that it opens the danger of the courts impinging upon the sovereignty of parlia-ment and of the legislatures of the provinces which is so very much part of British and Canadian constitutional tradition. the amendrgument about

ing formula is more than lawyer's field day. Once a formula has been agreed, it will no longer be possible to argue that constitutional change requires the unanimous consent of all the provinces. That case has been put forward, though it is at least debatable both in the light of law and of precedent. When an amending formula is in force, individual provinces will find their bargaining positions weakened in other matters dear to their hearts. instance,

he will not concur with patriation until he has an agreement shout the future pricing of oil. (That subject is dealt with in the energy article of this

Mr. Lougheed is taking his stand on the present Canadian constitution, the British North America Act of 1867, as since amended, which makes the provinces masters of their natural resources. But Ottawa is in charge of international and inter-provincial trade, and has in the past used that as a lever tion of oil and natural gas. The provinces now want a say in trade to safeguard their position in what is a quarrel about many billions of dollars.

Six of the provinces have decided to ask the courts whether Mr. Trudeau may go ahead with his plans. They lost the opening round when the Manitoba Appeal Court decided that Ottawa had the right unilaterally to amend the constitution. The case is sure to reach the Supreme Court of Canada. Should that court take the same view as the majority of the Manitoba court, the position for the British would be greatly simplified.

The truth of the matter has been recognised by Sir Anthony Kershaw, chairman of the Westminster select committee) is that there is a legal and a political side to the question. The political side includes both the British reluctance to be dragged into a Canadian domestic quarrel, and Mr. Trudeau's determination to use his majority in both Houses of the Canadian Parliament to pass his package and forward it to Westminster for what he says should be automatic approval.

Government strategists hope have the request passed

What happens depend on a number of unio matters: seeable Supreme Court aiready be sei of the case? Government Trudeau's statement that Welminster must act, if necessar holding their noses: Whe will the British parliaments timetable make it possible à

accommodate the request? Mr. Trudeau has thrown h full prestige into the battle. Canada with entrenched in guage rights for Freach an English and with the la colonial; siztu . of vestiges promises on the price and taxa- removed seems to be the mont ment that he wants to erec before ending his career.

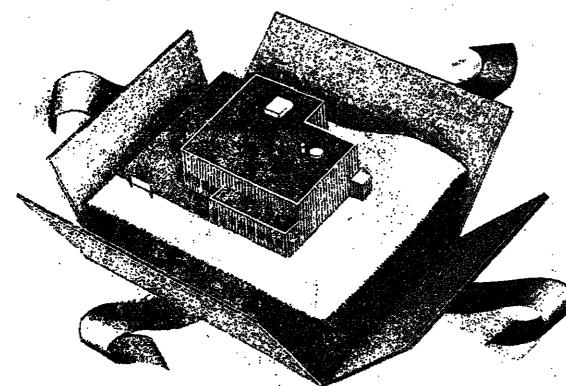
A recent public opinion pol showed that none of the Cana dian regions had a majority is favour unilateral patriation. less, he has hinted that he might go to the country if patriation reaches an impasse, seeking popular mandate to go abead If so, the support he has from the New Democratic Party, a social democratic group, could be crucial With his interven tionist energy policy, and with his proposals for a tighter watch on foreign investment in Canada (dealt with in the article on economic nationalism) he has laid what could be the ground-work for a loose left of centre alliance.

The trouble is that the NDF divided: shafes of the West for its natural resources. If the NDP, or its westerners, were to abandon Mr. Trudeau, his package would lose all national credibility since not a single Liberal was returned to the House of Commons from any constituency west of Winnipeg at the last general election, Mr. Trudeau has a fight on his hands.

packages opportunity.

Touchdown

on a free runway!



Opportunity, Saskatchewan has it. As a businessman you know how to spot It and Sedco will help you take advantage of it.

The Saskatchewan Economic Development Corporation can offer you tailor-made packages, combining industrial site development, plant construction and leasing, equity under firm buyback terms, and a full range of financing, loans and

A Sedco package will open doors for your business in one of the Western world's strongest growth markets.

in Saskatchewan your business can capitalize on opportunities generated by diversified growth. Conventional and heavy oil, uranium, potash, coal, agriculture, forestry, processing and secondary industry are all a part of a growing Saskatchewan

Whether you need space in our innovation Place research park, project financing, or an industrial site or facility, Sedco can offer you the right mix of

pediances will be upositively passed read the out of the special purpose are piec. And with the state A. Matthew F. F. M. S. D. Their efficient design of the output angles, depart to remark to exceed 9000.

When your buy a PASE 1 year hay the output preferred by the angles. S. communic arising and a large strategy.

Vice President Markefing and Sales
The sie Havilland Aircsaff of Capitals; 1
Comprosesy, Outano MSE 1/2
Despione (416) 623-7310, feles 06221
Cable NO CHIOR JORCH (2)

flessissemanues rieninari Europale

For more information, write John A. English

Find out more about Sedco opportunity packages. Contact: Neil Overend President

Saskatchewan Economic **Development Corporation** 1106 Winnipeg Street Regina, Canada S4R 6N9 Call: (306) 565-7723 Telex: 071-2681

Squabbles over major oil targets

COMPARED with those of most industry and increasing the take Canada's energy problems are Instead of an approximate ratio minor. The country is a net of 50:40:10, which the three exporter of energy and has substantial reserves of oil, in conventional onshore fields, offshore and in oil sands deposits. Temporarily, at least, it has a surplus of natural gas for which there is no domestic or export market. It has coal, uranium, wood and hydroelectric power.

In its simplest terms the problem is a net deficiency of about 25 per cent in oil (currently around 425,000 barrels a day) which, if no action is taken, will steadily increase as consumption rises and production from existing fields tails off.

It was this gap which ostensibly provided one of the main reasons for the National Energy Programme, announced by the Federal Government in

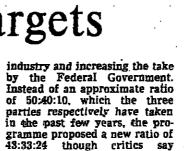
The ambitious target set by the programme was the achievement of oil self-sufficiency in Canada by 1990. A series of which would exploration and production in hitherto underexploited areas, such as the North and offshore waters of Arctic and Enhanced recovery of oil from existing fields and the development of the oil sands deposits with their estimated 200bn

to be encouraged. The aim was to stimulate production from other sources almost to compensate for the decline in output from conventional fields, At the same time C\$3bn was to be invested in encouraging the use of energy sources other than oil and cutting overall energy consumption by the domestic and industrial sectors.

So far so good. Had the energy programme stopped there it might have won widespread approval and support But two other major objectives -which some observers say rank above the self-sufficiency goal—have triggered damaging disputes between the Federal Government on the one hand the producing provinces (led by Alberta) and the oil industry on the other.

In the words of Mr. Marc Lalonde, the Federal Energy Minister, the programme also sought to use a new system of pricing and revenue sharing which would "recognise the requirement of fairness to all Canadians, no matter where they live."

In practice this means reducing substantially the share of oil and gas revenues taken by the governments of the producprovinces and

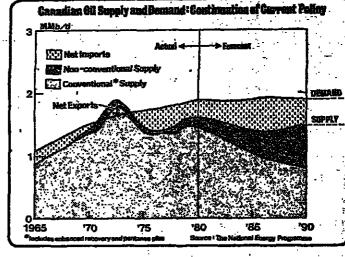


The Federal Government needs this extra money, not only to finance its oil substitution and conservation drive, but also to reverse the trend of mounting budget deficits caused by the policy of subsidising imports of oil and meeting equalisation payments designed to meet the differences in per capita income between the rich provinces and the poor. But, despite its already accumulated wealth and the lowest local taxes in Canada. Alberta sees things differently. viewing the energy programme as an assault by Ottawa on the province's constitutional right to control its own resources and to obtain the best return on its fast depleting reserves.

In retaliation, the provincial government, led by Mr. Peter Lougheed, has attacked a new federal gas tax in the courts. delayed some oil sands projects and ordered a cut in oil pro-

This last action will be the the most damaging in the short term. In three stages of 60,000 barrels a day each, Alberta intends to reduce its production by 15 per cent this year, forcing up the level of imports and hence worsening the Federal Government's budget pesition as it has to meet the difference between world prices and the current Canadian domestic price of CS17.75 a barrel.

industry's arises from the new regime of taxes and prices proposed by larging its operations by the to compromise, but the fitte Federal Government, which purchase of the Canadian subment has yet to respond.



some companies say will reduce Ottawa has understated its case. cash flow by 20-30 per cent and give the industry a much smaller share of total revenues than the 33 per cent claimed by the Government. The new energy programme rejects world prices as arbitrary and artificial, and proposes instead a step by step increase for conventional oil which would reach a maximum of 85 per cent of the world price. Hostility has also been pro-

voked by the third major objective of the energy policy: Canadianisation.

ENERGY

RAY PERMAN

The Government's stated aim is to build up Canadian owner-ship and control of the oil industry through cash incentives to Canadian companies exploring in new areas and by refusing permission for oil finds in the north and the Arctic to be put into production unless there is 50 per cent Canadian ownership of the pro-

ducing company.

The policy has already had an effect.

Dome Petroleum, one of the largest independents operating in Canada, has formed a new Canadian affiliate to qualify for the new incentives. At the same time the State

oil company, Petro-Canada, which is also specially favoured under the policy, has been en-

sidiary of Petrofina of Belgium What angers the industry is not only Petro-Can's voracions appetite-it is said to have more targets in its sights but also the fact that these purchases will be partly financed by a levy on oil and gas sales. It ... soon to get a per-spective on how effective this

policy really is. Cynics say that Government is merely, hastening a process that was already firmly under way and that, in spite of Mr. Lalonde's expressed concern to see Canadian control as well as owner-ship, many of the changes that have been made or are planned are little more than cosmetic.
The industry has been

threatening to transfer its rist-to the U.S. where Presiden Reagan's decontrolling energy prices has made the financial climate very much more attractive. The rigs probably will go south (although there is no

sign of lessening Canadian drill ing activity yet), at least for a time. But the longer term prospects for Canada with in 3.8m square miles left to en plore look good, particularfor the feotloose part of the industry the small and mediuindustry, the small and mediu-Canadian - owned companiwhich can profit from the ner incentives,

will probably depend or ho flexible the Government provi to be on prices and taxes. companies have already e. pressed publicly their realine to compromise, but the over

CANADIAN TRADE BALANCES IN ENERGY COMMODITIES

Ye	ar	Petroleum products†	Natural gas	Coal and eoke	Electricity		inium———— Elements and iso- topes, etc.†	Tea
970		129	201	-135	22	26	-60	47
71		172	244	- 83	37	18		1
72		344	299	- 90	59	40	- 3 15	3
73		647	343	- 9	103	64	13 5	6
74		1,045	488	- 84	170	51	33	.1. .7
75		171	1.084	-160	91	5 1	70	- 1
76		- 624	1,607	- 13	153	67	174	1,3
77		- 1,065	2,028	– 66	362	75		1,3
78		– 1,199	. 2,190	- 8	477	207	. 133	1,4
779		- 557	2,889	-184	728	379	1 39 590	1,10

† Includes non-energy products. Source: Statistics Canada-Merchandise Trade.

Mixed feelings about new era of Federal status

AFTER SIX YEARS of discussion-and debate and some of the most intense lobbying the Canadian financial community has yet seen, the new Bank Act has finally reached the Statute Book. It brings a new era to Canadian banking

The Act has generated much heat and controversy. Yet its main provision - bringing the Canadian subsidiaries of foreign banks under Federal control will probably have little practical effect on the day-to-day operations of the banks certainly not as much as the last Bank Act in 1967 which removed the ceiling from interest rates.

Under previous legislation foreign banks were forced to register under provincial law, denied some of the benefits accorded to the main Canadian banks, as well as the use of the description of "bank" or "banking." Now they may apply (and the Government will expect the largest to apply) for Federal charters.

Applications are expected to take at least six months to process and between 50 and 60 panks are expected to apply for chartered status, compared with only 11 Canadian chartered banks at the moment.

The move will open Canadian banking to much wider competition, yet it has been greeted with mixed feelings on both sides. Although some Canadian banks with extensive overseas operations themselves, such as the Royal Bank of Canada, and the Bank of Nova Scotia, were active in pressing for the foreign banks to be brought under the Federal umbrella: others, like the Toronto Dominion Bank, had serious

participation Canadian banking—one of the few successful industries which is almost entirely in Canadian hands—has been a sensitive subject since the early 1960s when the attempted take-over of the Mercantile Bank of Canada by Citicorp of New York proroked the introduction of Federal restrictions on foreign ownership. Some Canadian bankers view the new Act as a step on the road to the end

own domestic market. Yet the Bank Act is also meeting with mixed reactions from the foreign banks themselves. Most see the achievement of Federal status as desirable,

although the tangible benefits With the granting of a Charter. Canadian subsidiaries of foreign parents will be able to use the word "bank" in their titles and to engage in retail banking with full branches, although it is unlikely that many will want to do so, con-

centrating instead on the less

labour-intensive wholesale field.
They will also be able to solicit deposits, although Mr. Mostyn Lloyd, president of Barclays Canada, believes that most will not do so, preferring to continue funding themselves through the Canadian commercial paper market. "We will be going to the same well, but we might be using a different bucket," he comments.

BANKING

RAY PERMAN

There are, however, some disadvantages which worry the foreign banks. As chartered banks they will be required to deposit reserves with the Bank of Canada (the Canadian central bank), in effect immobilising part of their assets. This will mean that banks have to earn between 1 and 1 per cent more on their lending in order to make up the loss of earnings on the central deposits.

The reserve requirement removes a competitive advantage from the foreign banks which has irritated the irritated the Canadian banks. But there is a further restriction in the legisla-tion which concerns the foreign

The new Act permits them to grow only to 8 per cent of the total assets of the Canadian banking system. Estimates vary on how restrictive this is going to be.

doubling in the last two years) jealously guarded as being compared C\$14bn represented by

per cent limit. With other banks which do not now have offices in Canada wanting to come in, some bankers are concerned that the ceiling will prove to be unduly restrictive. Others believe that the biggest of the foreign banks have been deliberately building up their Canadian assets to use the 8 per cent limit to crowd

out any further competiton.
These factors have led some people to suggest that some of the largest foreign banks may not apply for chartered status. But Mr. William Kennett, the Inspector General of Banks. foresees no such problem.

"Government policy is quite clear. If a foreign bank wants to operate here it must do so under the Bank Act. We have been talking to all the large foreign banks for some time and that has been made clear to them. We have no indication of anything but full co-operation in this regard."

The Bank Act also calls for reciprocity in the treatment of although there are only a few countries which have retaliated against the bitherto restrictive Canadian legislation by allowing only representative offices.

Mr. Kennett returned from Japan at the beginning of the month after concluding an agreement which will allow an initial exchange of five banks on either side. He also visited Hong Kong, which anticipated the new Canadian legislation by allowing Canadian banks to establish full branches there. Switzerland has also been

demanding that its banks be allowed to open affiliate banks in Canada before it permits Canadian banks to upgrade their representative offices in Zurich. The banking community will now be relaxed without the need for State to State negotia-

The Bank Act has also given considerable advantages to the The assets of the foreign so-called near-banks—the credit banks already in Canada have unions, caisses populaires and banks, which look suspiciously grown very rapidly over the the trust companies, which the at any increase in government of Canadian domination of its last few years (more than provincial governments have involvement in the industry.

under their jurisdiction rather than subject to Federal regu-

Over the years these institutions have expanded their operations so that many of them offer a virtually full range of banking services from deposit taking to commercial lending.

Yet being provincially rather than Federally regulated they are not required to deposit reserves with the Bank of Canada, giving them a lending rate advantage. In addition the Bank Act restricted the activities of the chartered banks in some areas where they compete with the near-banks, such as leasing, data processing and securities operations.

The effectiveness of the near-banks in lobbying politicians on chartered banks into a counterstrike aimed at the review of the Trust and Loan Act, which restricts the activities of some of the near-banks and is due for amendment this year.

We were forced to the view that we must comment on other financial institutions' legislation because everyone else was leaping on the Bank Act," says Miss Candice Craddock, of the Bank of Nova Scotia.

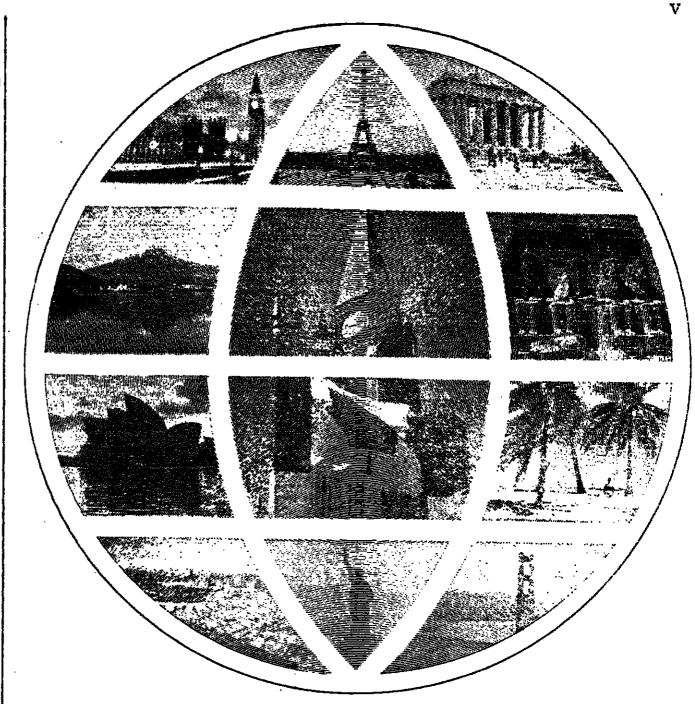
The Bank Act allows near banks to become, for the first time, members of the Canadian Payments Association, the body which operates and regulates the clearing system. smaller near-banks will probably prefer to continue to clear their cheques through one of the chartered banks, but those

that are organised into federa-

tions will want to clear on their

own behalf. Membership of the association will also give them a say in planning the next stage in the development of the clearing system — complete automation It is some years away but the banking community is already hopes that those restrictions thinking hard about how it should be organised

controlled. An initial suggestion. from the federal government that it should run the system met with



Right at home around the world.

Assets: C\$44 billion
Offices and affiliates in 46 countries



Regional Office: Europe, Middle East and Africa: 12 Berkeley Square, London, WIX 6HU Telephone 01-491 4200. Telex 28519. World Headquarters: 44 King Street West, Toronto, Canada M5H IHL.

Pattern of falling profits

have been the year that produced the largest underwriting loss in recent history, insurance companies in Canada see little hope of an improvement in 1981.

The insurers say that the 1980 underwriting loss could be in excess of C8500m. Although it will be offset by strong investment income gains fed by rising interest rates, profit margins are narrowing and this pattern has continued into the

while industry investment income reached C\$566m in the first nine months of 1980, only about 50 to 60 per cent of the total was earned from insurance operations, mainly interest income from claims reserves and unearned premiums. The result is inevitable: many companies will end the year at break-even at best.

Lured by high interest rates, in their planning, premium the underwriting rule hook has rates are unlikely to keep pace. cen put aside as insurers battle to attract and retain business, increase cash flow, and maximise investment returns. But with premiums rising by only 5 per cent and claims costs up more than 12 per cent. investment gains are proving to be a fickle basis for business.

Canadian In addition, the market has attracted additional offshore insurers and reinsurers. adding to existing capacity sur-

of Travelers Insurance, notes that, with investment income running at around 14 per cent of written premium income, the industry ended 1980 with pretax income from all sources at

absolutely terrible return."

He expects the overall trade ratio for 1980 will be around 110 per cent, with a range of 109 to 112 per cent. hopeful side, premium increases in motor and house insurance implemented in the 1981 first quarter seem to be taking hold, while some firming of commercial insurance rates is currently

Inflation is the key to future underwriting results, he said. If the inflation rate is in excess of 10 to 11 per cent, the rate most businesses have used If this happens, the results, instead of improving, will be at the same level as in 1980, or may deteriorate even further.

Motor insurance, which accounts for about 50 per cent Canadian market, remains the most volatile problem area. According to the remains latest six monthly survey by the industry-wide Insurance Bureau of Canada, the cost of vehicle repair parts increased

plus.

by 10 per cent in the 1980 first—the currently bleak perform

Mr. Daniel Damov, president half and by 21.9 per cent over ance, because recent rate in corresponding period in

Faced with these statistics, Mr. Jean Robitaille, president of Royal Insurance of Canada, said the underwriting loss in 1981 could even exceed last year's, since the industry "is the 3 to 4 per cent level," an obviously unwilling or unable inflation.

INSURANCE LAWRENCE WELSH

As a result, he said, the possibility of an underwriting recovery in 1981 had already gone. "Action on the pricing front was inadequate in 1980 and there is no reason for claims costs to go down in Companies are in the unwelcome position of having to pay these losses in 1979 dollars. Any movement toward an improving climate can only come in 1982."

With the possibility of premium revenue gains largely up in the air, insurers are straining to reduce operating costs, said Mr. John Lyndon IBC presi-"Industry executives say dent. it will probably take another two or three years to reverse

creases cover only part of the rising increases in claims costs. Until premium revenue catches up with costs, more effective cost control measures will be a priority item in 1981."

Mr. Norman Curtis, president of Guardian Insurance of Canada, said that the general feeling in the industry is that rates should start edging up, but the reluctance of the major insurers to implement increases because of competitive and cash-flow considerations has blocked any sustained move-ment in this direction.

He foresees a possible "major shakeout" over the next 18 months, with a number of companies cutting back capacity and several offshore insurers withdrawing from the market.

While Canada has had no recent insolvencies of licensed insurance companies, there have been examples of poorly financed companies, while others have strained their financial resources in the thrust to place new business and cash flow on the books. There are also concerns about business placed through offshore unlicensed reinsurance markets where solvency could be a problem.

Richard Humphrys, federal superintendent of insur-ance, said there are "always companies that give some concern and we are closely in touch with a handful on a continuous basis to assure ourselves they are operating at comfortable

The Department of Insurance also plans to revise operating and capitalisation requirements, and to review the whole reinsur-ance question to bring certain provisions of the Insurance Acts into line with current marketing conditions. The revisions will be introduced "probably by next autumn," he said. In the reinsurance field, Mr. Richard Willemsen, president of

Sterling Offices of Canada, noted that reinsurance results tended to follow the pattern of the primary insurance companies, but were usually a little worse. "Reinsurers do have some

limited possibilities to improve their position and such negotia have taken place for the 1981 reinsurance renewals. Howincreased reinsurance capitalisition has been created by the arrival in Canada of addi tional reinsurers within the pas year or two and this has lessened the reinsurers' ability to bring about the needed improvement in their terms."

As a result, the overall picture for reinsurers in 1981 is still gloomy and underwriting losses will be severe, Mr. Willemsen

BRINSI (O) LUMBAY

Opportunities for new business development and expansion in British Columbia have never been better.

The Province's economy continues to flourish in response to growing world demand for its bountiful resources.

Still, new resource development, manufacturing and service industries to complement and support this growth offer outstanding potential.

But a good environment for new business investment and expansion is only the beginning. There are many other reasons for expanding your business to British Columbia.

 As Canada's westernmost province, British Columbia's direct access to the Pacific Rim nations affords an excellent opportunity for market penetration

and expansion in this vital part of the world.

 British Columbia's energy reserves are also an important asset to businesses establishing themselves in the Province, an

> assurance of longterm energy availability for secondary manufacturing and industrial activities. The Province's

transportation infrastructure and port facilities permit operational versatility and efficiency. 4 An added attraction

for any business is British Columbia's exciting, progressive West Coast lifestyle. Recent surveys indicated that many businesses moving into the Province cited "life-style" as a motivating factor.

I'M INTERESTED IN MAKING A MOVE

TO BRITISH COLUMBIA, PLEASE SEND ME YOUR CASE CONTAINING:

☐ OPPORTUNITIES FOR INVESTMENT ☐ ESTABLISHING A BUSINESS □ ECONOMIC PROFILE

Province of British Columbia

NAME. COMPANY NAME. ADDRESS_ COUNTRY_

Ministry of Industry and Small Business Development Honourable Don Phillips, Minister

TYPE OF BUSINESS.

B.C. HOUSE, 1 REGENT STREET, LONDON, ENGLAND SW1Y 4NS. TELEPHONE: (01) 930-6857 315 ROBSON SQUARE, 800 HORNBY STREET, VANCOUVER, B.C. V6Z 2C5. TELEPHONE: 689-4411

NEWFOUNDLAND CANADA

Petroleum industry officials have estimated the off-shore reserve potential, in recoverable terms, to be 16 billion barrels of crude oil and 71 trillion cubic feet of gas. Market analysts have deemed this to be the world's number 1 off-shore play. The North Sea, by comparison, has an estimated reserve of 24 billion barrels."

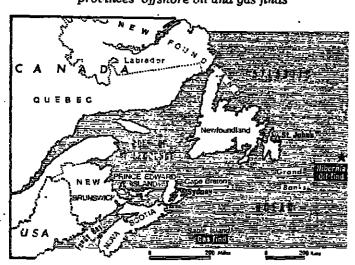
We are a private Canadian real estate holding and development company with several land holdings in and about the City of St. Johns, capital of the Province of Newfoundland. We are offering a portion of our portfolio for sale, lease or joint venture development. Should this be of interest to you or your firm, please reply in confidence to:

Messrs. Sullivan or Buxton 408, 10355 Jasper Avenue Edmonton, Alberta T5J 1Y6 (403) 426-1258 or Telex 037-43116



Politics the barrier to a bright future

Mr. Brian Peckford, Premier of Newfoundland. Mr. Peckford blames delays in the development of the Atlantic provinces' energy on constitutional differences with Ottawa. (Below) the Atlantic provinces' offshore oil and gas finds



CANADA'S GOAL of energy self-sufficiency by 1990 offers the Atlantic Provinces the prospect of a decade of imprece-dented economic development. But first they must get through a period of political turbulence and the adverse effects of the current recession. As a resource-producing area, the region has been less severely affected by declining demand than some other parts of Canada—although other related stresses, such as labour unrest,

have taken their toll, particu-larly in Newfoundland. The short-term economic outlook is for recovery and growth. The biggest increase will be in more than recoup production losses suffered through lengthy work stoppages last year in the iron ore and fisheries indus-With real growth of 3.5 per cent, it is expected to lead all other provinces this year. Elsewhere in the region, performance will range from about 1.5 per cent in New Brunswick to 2.5 per cent in Prince Edward Island.

Of much greater importance, however, is what may happen in the long term. If the national energy self-sufficiency objective is to be realised, the region should already have embarked marine industries park at Dart- proposed Donkin Mine, off

on billions of dollars of oil, gas, hydro-electric, shale oil and coal such mega-dollar investments as the Bay of Fundy tidal power development,

But some of these projectsand other non-energy-related industrial developments — are stalled or have not yet begun, partly because of inaction by the Federal Government.

At least two of the four East Coast Premiers blame this on differences between the provinces and Ottawa on proposed constitutional changes. Newfoundland's Premier Mr. Brian Peckford has accused the

Federal (Liberal) Government

of deliberately stalling de-velopment assistance agree-

ments with his province in order

to punish it for its opposition to some of the proposals. His fellow Conservative Premier in Nova Scotia, Mr. John Buchanan, does not go quite that far, but says that by its preoccupation with matters constitutional the Federal Government is overlooking in support of provincial energy policies, Mr. Buchanan has been been provincial energy policies, Mr. Buchanan has been been provincial energy policies, Mr. Buchanan has been provincial energy policies, Mr. Buchanan has been provincial energy policies, Mr. Buchanan has been provincial energy policies, Mr. Buchanan has been provincial energy policies, Mr. Buchanan has been provincial energy policies, Mr. Buchanan has been provincial energy policies, Mr. Buchanan has been provincial energy policies, Mr. Buchanan has been provincial energy policies, Mr. Buchanan has been provincial energy policies, Mr. Buchanan has been provincial energy policies, Mr. Buchanan has been provincial energy policies, Mr. Buchanan has been provincial energy policies, Mr. Buchanan has been provincial energy policies, Mr. Buchanan has been provincial energy policies, Mr. Buchanan has been provincial energy provincial energy policies, Mr. Buchanan has been provincial energy policies, Mr. Buchanan has been provincial energy policies, Mr. Buchanan has been provincial energy provincial energy policies, Mr. Buchanan has been provincial energy trying, so far unsuccessfully, to get Federal backing for a CS35m

it is unlikely that the steel mill will be able to continue beyond the end of the year.

New Brunswick, which has been an ardent supporter of Mr. Trudeau's constitutional proposals, has not fared demon-strably better than other Provinces in the region in gaining Federal economic support.

ATLANTIC PROVINCES LYNDON WATKINS

decision-making vacuum does seem to be a factor in impeding the more rapid faster development of new coal mines in Nova Scotia and the of the long-proposed C\$4.3bn Lower Churchill River hydro-electric Labrador.

tion of substantial, recently identified coal reserves in the

But with the Province committing over C\$500m to the construction of new coal-fired generating stations to replace current reliance on costly imported oll and meet the pro-jected growth needs of the late 1980s. Mr. Buchanan wants an assurance from Ottawa that it is prepared to invest C\$300m or so in the development of a new 3m tonnes a year coal mine in Cape Breton. So far he has failed to get this assurance, although Deputy Prime Minister Mr. Allan MacEachen, a Nova Scotian, has expressed Federal confidence in the future of the confidence in the future of the province's coal industry.

Coal is essential to Nova gramme and to the stabilisation of power costs. Officials of the Nova Scotia Power Corporation have warned that supplies necessary.to meet even the (1984-85) period requirement could be "extremely tight" and longer term needs can only be met by the development of new mines.

There are few doubts about the practical justification for the proposed Donkin Mine. This large offshore coalfield has seams up to 16 ft thick, contain-

mouth and a C\$350m modernisa-tion of the money-losing Sydney undertaking a C\$50m redevelop-steel Corporation mill. Without ment of an existing mine there, immediate assistance, he says, But with the Province comcould reach 11m tonnes by the early 1990s.

the province, which owns the leases, may turn to private coal developers if a Federal commit-ment is not forthcoming. Already talks have been held with at least one large U.S. concern, Consolidated Coal Co.

No matter how the issue is resolved it seems certain that Nova Scotia will provide an expanding market for mining equipment in the years ahead. equipment in the years anead.
However, potential suppliers in
Britain, West Germany and the
U.S. have been told not to
expect orders unless they are
willing to provide local value
added content in the assembly
or part manufacture of the machinery in the province. At least two have already agreed to establish plants for Nova Scotia as well as for wider North American distribution.

The hold-up in the Labrador ower project is more complex. involves not only delays in Federal funding commitments but the seemingly intractable problem of power transmission rights through neighbouring Quebec and the one-sided sales agreement with Hydro Quebec for the output of the existing Churchill Falls station.

Premier Peckford would like Federal assistance in resolving these problems and in covering the six and a half year con-struction period of the Lower Churchill project. Dr. John Col-lins, the Newfoundland Finance Minister says the economics of Markets are assured in the U.S., construction would create badly needed jobs and the investment would add a full percentage point to the Gross Domestic Product

the Federal Side Revenue Minister Mr. William Rompkey, a Newfoundland MP, blames the delays on the shortlived Conservative administration in Ottawa and says most of the present accusations are politically motivated.

However, the showdown that seems likely to take place this year about the extent of East Coast oil and gas exploration is clearly linked to Federal policies.

Eleven rigs operated in 1980 and up to 15 were expected this year following the big Hibernia oil find off Newfoundland and the less spectacular but equally interesting Sable Island gas find off Nova Scotia.

Both are close to a develop-Both are close to a develop-ment decision but neither seems development in Atlantic likely until the question Canada But first the political

the oil price war between them has been resolved Both are facets of the larger resource ownership, taxation

Hibernia and Sable Island activity will undoubtedly continue this year and Petro-Canada may step in to fill other gaps. But it is obvious that the oil industry generally is mark-ning time until some of their issues are resolved. Shelle Canada, which has cut its! exploration budget by 25 per cent, plans to re-enter the frontier exploration scene in 1982 after an eight-year absence But so far no definite commit ment has been given by such companies as BP, Chevron Gulf, Imperial or Texaco. As result drilling will be confine to between six and 10 rigs.

This is not because of an lack of interest in the discover possibilities. The Newfoundland Government recently estimated there is a 50 per cent chance that its offshore lands contain 10bn barrels of oil and 60,000bn cubic feet of gas. That would put them at roughly half the proven oil reserves of the North Sea and slightly in excess of the known gas reserves there.

Enormous problems are likely to be encountered in producing from such a hostile marine environment However—at least as far as Hibernia and Sable Island go—these are not in-surmountable. Mobil is about to put preliminary developmen proposals for Hibernia to the Newfoundland Governmen showing how it will deal with such physical threats as storm.
pack ice and icebergs.

It is likely to suggest the use of a floating production plaiform, failsafe quick-release wellhead risers and a floating self-propelled storage reservoir feeding a fleet of shuttle tankers.

While the find is less than 200 miles offshore, pipe-linking is expected to be ruled out because of the danger of damage from a grounding iceberg. Up to 1,600 a year invade the oil discovery area.

The only satisfactory way of dealing with them so far devised is towing. A Jules Verne-like sonar-equipped torpedo is being developed which will automatically attach lines to icebergs that threaten rigs or production platforms.

It could be one of many imaginative results of a decade whether offshore resources problems have to be solved.

Priority given to reducing oil consumption

THERE IS no more graphic force. wealth and power that is taking place in Canada than the change industrial base of the country, compared with those of the pared with \$29 per cent a year through the last decade, compared with those of the pared with \$29 per cent and pared with \$20 per cent and nouveaux riche provinces of the

contributor to the equalisation as Mr. Bryne Purchase, econofrom the "have" to the "have not" provinces. Now it finds the economic policy of the proitself entitled to a hand outeven if it has not yet received

anything. Politicians from the Liberal National Democratic Parties, currently campaigning for the provincial elections of March 19, have made much of the fact that the economic growth rate of Ontario now lags behind badly in the league tration—is committed to a high that it once led. It is a common employment programme, parison which sheds little light on the present economic state of the province, but neverthe- public sector. In a so-called less it is a strong political point mini budget, introduced last in Ontario, which needs to autumn with a forthcoming did it emerge that he wants half recession or not—to provide Ontaric Treasurer, Mr. Frank sector and is also looking for jobs for its expanding labour Miller, cut C\$260m from sales Federal Government support.

A birthrate boom in the postwar years has given the proexceptional workforce Canada as a whole and 2.3 per cent for the U.S. The "social For many years Ontario was a imperative" of creating work, mic adviser to the Ontario vincial government, which has been remarkably successful in

maintaining jobs and output

growth despite two major U.S. recessions in the past five years. The Progressive Conservative Party, which has held power in the province for 3S years-the last five as a minority adminis-

taxes in order to boost conmotor vehicles, important manufacturing sec-

tor. This appears to have worked since unemployment fell in the province towards the end of last year and Ontario has still to feel the full force of the recession in the U.S. market, on which it depends so

The mini budget was followed in late January (in the week

> ONTARIO RAY PERMAN

THE PROPERTY OF THE PARTY OF TH

election announced) by the announcedespite its determination to ment of a five-year economic hold back the mushrooming plan. Premier William Davis priced the package at C\$1.5bn, although only in the small print maintain a fast growth rate- election clearly in mind, the this bill footed by the private

sumer demand — particularly to shipyards, setting up an price rises proposed in the for motor vehicles, an advanced technology centre for the motor industry, a microelectronics development centre, utilised there will be a fuel improving ferry and rail ser- cost saving of C\$465m at vices, bringing forward a plan for a new nuclear power station, and a whole series of measures aimed at reducing oil consumption in the province. Oil is the biggest blind spot in the provincial economy and the Davis Government—which polls suggest will be returned with an overall majority-knows that unless it can reduce consumption substantially its economic future will be hostage to those who control the oil price.

> The five-year plan calls for the electrification of commuter rail lines and for subsidies to rate of price increases. municipalities which change power in an effort to use some of the 3,000-4.000 MW spare capacity in Ontario's coal and estimated at C\$6.8bn a year

The strategy envisages aid C\$11.5bn in 1985 under the programme. But if the extra generating capacity can be fully current prices, or C\$890m in 1985. Larger savings would result from further substitution of low-cost nuclear power for high-cost oil.

The cost of oil played a part in Ontario's swing to the Liberals in the Federal election last year and is part of the reason why Mr. Davis, despite his apparent political differ-ences with Mr. Pierre Trudeau, supports the Federal Government's gradualist policy on energy prices rather than the Conservative opposition's faster

In the short term there is their transit systems to electric little Ontario can do to redress its negative oil balance, or escape from the slump in demand in its main markets in nuclear power stations. The Canada and the U.S. Both province's oil and gas bill. provincial government and indeat the moment, will rise to it will be towards the end of for the future.



Mr. William Davies. Premier of Ontario

1981 before there is any real prospect of an upturn. But industries and its good producpendent forecasts indicate that tivity record look encouraging

When of tuns slow de la companie de la

Hydro-electric power. Huge amounts of it. Renewable. Forever. At low cost.

Manitoba already has one of the lowest hydro rate structures on the North American continent, and the price of our electricity won't increase until at least 1984. It's all part of a plan to put our massive hydro reserves to work in attracting new industry.

We have an abundance of electricity now, and basic engineering has been completed to double our output. We'll be able to keep our rates down in the future, too, because rising oil prices won't effect our generating costs.

Add our new manufacturing technology, and you'll understand our role in the Canadian west.

Manufacturing shipments, for example, have gone up by 39% in just two years. Surprised? You shouldn't be. Remember that this province has traditionally been the manufacturing centre for the Canadian west. As the west grows, Manitoba's industries grow with it.

We'd like yours to be one of our growing industries. And low-cost, secure electricity is just one of the things that make Manitoba an attractive place to do business.

The average price of a house in Manitoba: less than \$60,000.

Some things to think about: • We have a stable, educated and experienced manufacturing work

 Our tax picture is very competitive. Winnipeg is the biggest city on the Canadian prairies, with big-city cultural amenities like world-class ballet, theatre and symphony.

 Located in the centre of the continent, we have excellent and economical transportation links to markets north, south, east and west.

· We're already strong in fashion, food processing, machinery and farm equipment, transportation, electronics, aerospace (Winnipeg is

Canada's third largest aerospace centre), and health care products.

• The air is clean.

 It's hard to find a place in Manitoba that's more than 50 miles from a beach.

 Our hunting and fishing is among the best on earth.

Frankly, we want to do business with you. Now. Write today.

Working together, our federal and provincial governments have started a major program to get your company to locate in Manitoba. The program

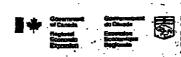
is called Enterprise Manitoba. Making

it work is our top priority.

If you're intrigued by the thought of secure supplies of low-cost electrical energy, and by Manitoba's other advantages, we want you to write to us. Today.

We'll send you a package of information on how your company can do very well in Manitoba. And we'll do it quickly.

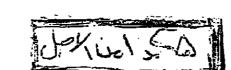
Department of Economic Development and Tourism Winnipeg, Manitoba, Canada R3C.3H8











New sense of purpose puts Liberals ahead

QUEBEC is gearing up for a ciation remained with the rest since he has to appeal to angiospring election. After losing a of Canada. Quebec on May 20 last Mr. maintain unity and a commitment to the ultimate goal of said his Parti quebecois decided in the grammin unstaged by the constito stem local dissatisfaction, summirrants should be allowed. tutional plans of Mr. Pierre. Trudeau, the federal Prime

For the Parti quebechis, Mr. Trudesu remains the arch enemy. The federal Liberals hold 74 of the 75 Quebec seats in the federal House of Commons. By waiting the pring, Mr. Levesque hopes to reap advantage from the constitutional debate, and the refusal of the Ontario Premier Mr. William Davis, to accept French as an efficial language in his province's courts and legislature, supposed federal obstructionism against Quebec's development, and the language issue in Quebec.

power in November, 1976, with a promise of "good govern-ment," and moved to assure primacy for French in Quebec. Bill 191; passed in 1977, de-clared French the only official language in Quebec and a special agency was set up to Supervise its application even in the field of business. All public signs, from the smallest grocer's to large department stores and industrial plants, now sport their principal signs in French. In Montreal the central and anglophone areas have acquired a distinctly French veneer. The Levesque Government made exceptions for head office operations of farge national and transmational corporations based in Montreal and also for certain industrial operations where English is the international technical language.

Not only did the Government lose the referendum by a substantial overall margin, it also ran out of reformist zeal and has failed to come up with 'a new programme for the coming election. Some ministers have left in disagreement Trudeau's repatriation package, because of policy differences, or in order not to alienate angloters have left in disagreement because they felt the referendum question was too soft. It Montreal who are by tradition asked merely whether the Liberal. But he also has to voters were ready to authorise reckon with some quite strong the Government to negotiate anti-Trudeau feeling in his own sovereignty with Ottawa, pro- panty. He has a tightrope to vided a form of economic asso walk on the language issue, have slowed down. Pulp and

strikes among public sector works, problems in the schools. and high unemployment in construction and in some regions. A revived Quebec Liberal Party under Mr. Claude Ryan, formerly director of the most respected French Canadian daily, has been working hard grassroots and has been ahead of the Parti quebecois in recent polis. The party has re-

ONEBEC

built its electoral, base, not

ROBERT GIBBENS

without controversy, but with a new sense of purpose despite difficulties in developing a coherent outlook on the constitutional and language issues. Mr. Levesque's position in the

constitutional argument is that the Federal Government has no right to patriate the Canadian constitution without prior agreement with the provinces on an amending formula. He, and at least five other provincial premiers, oppose Mr. Trudeau's constitutional package and argue that his Bill of Rights infringes on provincial rights in education and property.

Levesque as arguing that Mr. Trudeau wants to reinforce Ottawa's centralist tendencies, and that his Bill of Rights will take away all the gains won for the French language in Ouebec. He accuses Mr. Trudeau of sell-French Canadians living in other provinces in return for the support of Ontario on the constitution. Mr. Ryan has to be careful

in opposing the form of Mr. phone and ethnic voters in

f Canada.

phones while appeasing French
Despite making attempts to opinion that gains won for the

to send their children to the state-financed English-language schools, or whether that right should be restricted to Canadians coming from other provinces and anglophones already living in Quebec. Bill 101 restricts the right to the existing anglophone community of Quebec, refusing it to other Canadians except when transferred for short periods.

an attempt to prevent financial difficulties becoming an issue, Mr. Jacques Parizeau, the Finance Minister, says he will bring down a budget shortly after the National Assembly meets on March 10. The Liberals have been attacking Mr. Pari-zeau because of the budget deficit for 1980-81—projected at around C\$2.6bn, the highest in any province—claiming the Government is financing current spending with borrowings. They are attacking high levels of taxation, patronage, regional unemheavy - handed and excessive ployment. bureaucracy intervention in the affairs of

municipalities and in business. The only Progressive Conser-Federal House of Commons from Quebec, Mr. Roch Lasalle, a popular figure in his own area 45 miles north east of Montreal, has emerged as leader of the Union Nationale, the conserva-tive party of the late Premier Maurice Duplessis, Daniel Johnson and Jean Jacques Bertrand. Mr. Lasalle, who stands for traditional Quebec nationalism and more provincial antonomy within a federal system, lacks time and money to achieve the 11 seats won by the party under Mr. Rodrigue Biron in 1976 Then a substantial number of anglophone votes went to the UN in protest against an unsuc-cessful Liberal administration. That is unlikely to happen this time. As a result Liberal pros-

pects are greatly enhanced. Ouebec's traditional industries, such as textiles, shoes and furniture, are in trouble again, such as iron ore and asbestos

Mr. René Levesque, Premier of Quebec and leader of the Parti quebecois

paper is holding up and going through another round of investment. Business generally is feeling the impact of declining real consumer disposable income. Office construction is recovering modestly in Montreal, but residential building is slow because of high interest rates.

Average growth in 1981 across the province will not be much more than 1 per cent in real terms. The only industries showing major growth are aerospace and electronics and some consumer goods producers with sound export markets. Later the year, the construction industry will gain from work on extending the Trans-Canada gas pipeline system through Quebec city and eventually to the maritime provinces. A residual oil upgrading plant for the Montreal refining centre, costing C\$1.5bn, may also be starting by the end of the year. The C\$15bn James Bay hydro project is at its peak.

One encouraging aspect is the growing determination of Montreal to redefine its inter-national role and develop itself again as a commercial industrial and transportation centre.

Separatism has its appeal

richest and fastest growing region of the country is the most disenchanted with the Federal Government and its energy and constitutional policies.

The energy policy impasse between the Federal Government and Alberta, the insistence by Ottawa on its unilateral patriation of the constitution with a charter of rights, or the emergence of a separatist leader with the charisma and skills of Mr. René Levesque brought to the separatist opposition in the West are events that could harden separatist opposition in the West into political parties that could threaten to topple existing provincial governments.

The centre of the unrest in the West is Alberta, most westerly of the three great plains provinces of the Canadian west and a province whose sedimentary basin running into the foothills of the Rocky Mountains on the province's western flank contains most of the proved oil and gas reserves in Canada. The oil and gas has been the basis of a decade-long economic boom that has made Alberta the wealthiest province in Canada and the cause of a battle over energy policy between the province's Conservative Government headed by Mr. Peter Lougheed and the national Government in Ottawa.

Lougheed's goal has been to from the province's conventional oil and gas reserves before the fields are pumped dry-their life index is now about 13 years to ensure that Alberta will not revert to a fe-populated seemed its fate before oil was discovered after World War There is considerable evidence that he has suc-

ONE OF the ironies of con- dreams of a decade ago when tional resentment of all things hangs over the medium-term temporary Canada is that the he took power. The province has accumulated CS8bn in its Heritage Fund and a big petrechemical industry has been established and is now being expanded.

ه کذامن لاصل

Despite the economic achievements, the political fight has never been more bitter than in the four months since Ottawa unveiled its National. Energy Programme. Alberta announced a 15 per cent reduction in conventional oil production, to be phased in three equal stages beginning on March 1, and is

THE FAR WEST

JAMES RUSK

challenging a new federal tax of 30 cents a thousand cubic feet on natural gas in the courts.

The oil production cutback may get the desultory energy policy negotiations with Ottawa back on the rails and the Federal Government has shown signs of increasing its price schedule for conventional crude oil above the current levels which will keep Canadian prices below half of OPEC's level at least through the first half of the decade.

Premier William Bennett of Put at its simplest. Mr. British Columbia is an important ally of Mr. Lougheed's in the fight over the natural gas tax. Mr. Bennett's province on Canada's Pacific shore is the second largest producer natural gas from its fields in the north east, adjacent to Alberta. And, while the province's forestry, mining and fishing industries have provided a base for what has usually been one of Canada's wealthiest provinces, the provincial stake ceeded, perhaps beyond his in the gas industry and a tradialliance with Mr. Lougheed.

Democratic Party, under the leadership of Mr. David Barrett, appears to have better than the leadership of Mr. David Barrett, appears to have better than the leadership of Mr. David Barrett, appears to have better than the leadership of Mr. David Barrett, appears to have better than the leadership of Mr. David Barrett, appears to have better than the leadership of Mr. David Barrett, appears to have better than the leadership of Mr. David Barrett, appears to have better than the leadership of Mr. David Barrett, and the leade appears to have better than an Oil even chance of returning to neither the presence nor acumen of his father, long-time Premier W. A. C. Bennett, has announced schemes such as a waterfront amusement park and a rapid transit system for Vancouver in an attempt to lure the electorate back to the fold. But nothing would enhance his chances like a victory over Ottawa, even if on Mr. Lougheed's coat tails.

While Mr. Bennett has more at stake politically than economically in opposing the energy policy, Mr. Lougheed's situation is the reverse. The short-term economic outlook for Alberta has already been damaged by the policy. Companies have been curtailing their exploration and develop-ment budgets sharply in the face of federal taxes that reduce their cash flow in the order of 20 per cent and oil drilling companies are taking their rigs the United States, where decontrol of oil prices has resulted in a boom in drilling.

One industry estimate predicts that employment in Alberta will be cut by 14,000 by the end of the year unless the impasse with Ottawa is resolved. The Conference Board in Canada, the prestigious private group, recently reduced its forecast of Alberta's real economic growth this year to per cent, compared with the before the energy policy was announced.

The energy policy fight also dustry.

eastern, including the Federal outlook for Alberta. The Government, have cemented the province has held up approval of the next phase of developing Mr. Bennett, furthermore, has the extraction of oil from its good political reasons for bash- vast oil sands, a proposal by the Federal Government, a consortium headed by Shell His government, due to face Canada to build a 125,000the electorate this year, has barrels-a-day extraction plant,

While delaying the projects power. Mr. Bennett, who has is an important lever in the -negotiations with Ottawa and afford to be more patient than the Federal Government, the projects will take thousands of workers during their construction phase and would be moderately labour intensive in

Though British Columbia's economy is not as robust as Alberta's, it is expected to turn in 2.5 per cent real growth this year, about the same as it did last. Last year's performance was stronger than expected as the province has a history of being severely battered by past

U.S. recessions. The province rode through last year on the strength of its domestic construction and industry and consumer spending. both of which will sustain it this tries, minerals and forest products, suffered a much milder drop in production than they experienced in the last, 1974-75,

U.S. recession. For the medium term, three factors appear to ensure a strong outlook. Major new contracts with Japanese buyers of both coking and boiler coal will open new fields on the north eastern part of the province, hard-rock mining seems set to expand in the face of a general tightness in world mineral supplies, and forest industry productivity has been rebuilt by a substantial round of investment by the in-

ENTREE TO CANADA AND THE U.S.



Canada's International Commercial & Industrial Real Estate Agents

Knowlton Realty has been chosen by a large number of leading investors and companies in continental Europe and the United Kingdom as the conduit through which to identify purchase and develop real estate.

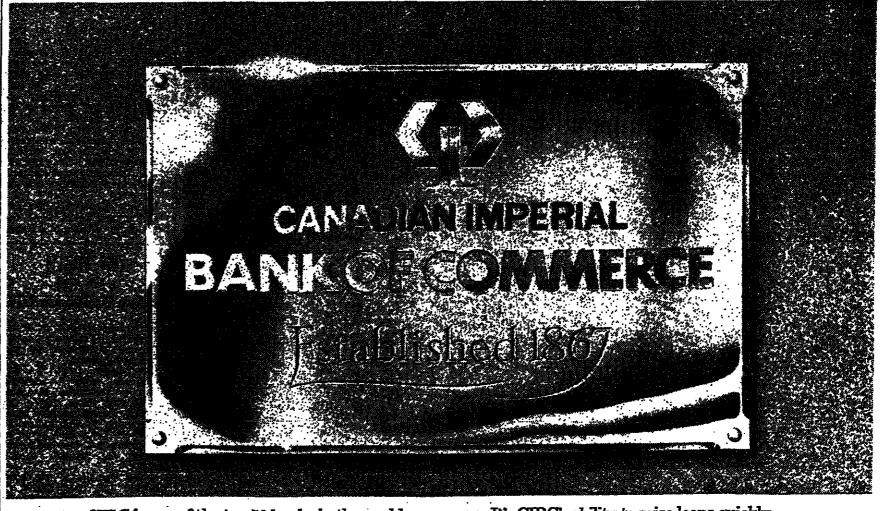
Knowlton has offices in Toronto, Edmonton, Calgary, Vancouver, San Francisco and Denver. We also have representatives in Europe on a regular basis. For real estate information, telephone or write us.



CALGARY

DENVER Suite 2340, (303) 893-3338 TORONTO

THE FINANCIAL FORCE YOU MAY HAVE OVERLOOKED?



CIBC is one of the top 50 banks in the world. With assets exceeding \$50 billion, and currently \$32 billion out on loan, Canadian Imperial Bank of Commerce is the 8th largest bank in North America and is one of the World's foremost financial institutions. It's not only size that makes CIBC worth your consideration when you're seeking finance.

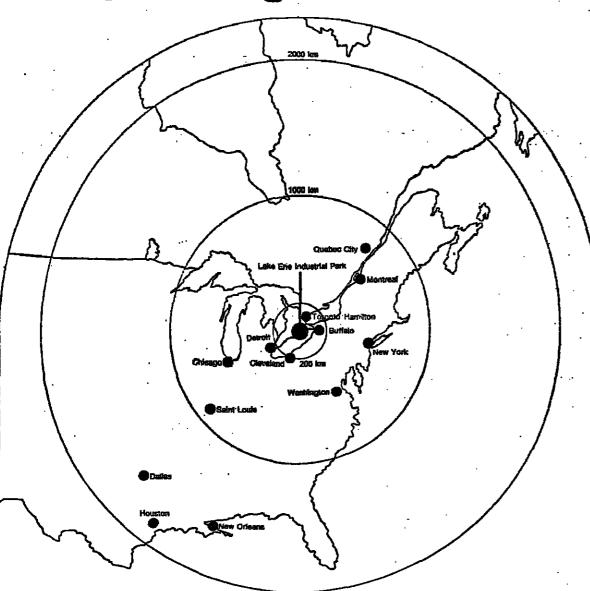
It's CIBC's ability to raise loans quickly. Our considerable local knowledge. Our international flexibility in providing a full range of financial services. And our readiness to finance imaginative projects. Wherever you are in Europe...whatever financial service you require, CIBC should certainly be on your shortlist.

The financial force you may have overlooked



CANADIAN IMPERIAL BANK OF COMMERCE

Head Office: Commerce Court, Toronto, Canada M5L 1A2. de, London 16C2N 3NN. Tel: 01-628 9858. Also in Birmingham, Amstardam, Fra



Lake Erie Industrial Park: a unique and significant development, adjacent to Stelco's new greenfield steel plant.

The layout of both the Park and the Steel Site demonstrates Stelco's concern for the environment and preservation of the existing character of the Nanticoke countryside.

The 960 ha (2400 acre) Lake Erie Industrial Park is ideally situated to serve key North American markets. Oil and electrical power are at your doorstep with Ontario Hydro's

Become part of Canada's most exciting industrial development! largest coal-fired generating station, and Texaco's new oil refinery. Truly, this area is poised for a bright, exciting

For more information contact: Lake Erie Industrial Park c/o Stelco Inc. Wilcox Street Hamilton Ontario, Canada

Greater prosperity on the way

expanding rapidly, while Manitoba is starting to recover after going through troubled times last year. These two prainie provinces form half of Western Canada, the fastest growing region in the country.

Economists forecast that Saskatchewan will achieve real growth of 3.1 per cent in 1981, the highest rate in the West and second best in Canada. Manitoba—currently the poor cousin of the region—will end this year with only a modest 1.2 per cent gain in its real domestic Both provinces appear to be

headed for higher prosperity after a prolonged drought toppled their important agricultural crops in 1980. Saskatchewan came through the drought in better shape because its dependence on agriculture has been lessened in recent years by expanding potash, heavy oil and uranium mining industries. In addition, Saskatchewan's weather improved substantially last autumn, so that crop losses were lower than expected. Mani-toba, lacking both alternative resources and a break from the weather, finished 1980 with a -1.6 per cent growth figure, the worst performance since

these statistics were first re-corded in 1961. As they are producing more grain than anybody else in Canada Saskatchewan's farmers are likely to benefit this year from steadily rising world prices for wheat, oats, barley, rape seed and flax. They may double the plantings of all crops from Im to 2m acres. If the weather remains favourable, Saskatchewan could expand agricultural production by 7 per cent, an achievement that would stimulate a number of the province's

Farm machinery manufac-turers would reap dividends from a good crop, followed by the vendors of a wide variety of products, ranging from fertilisers and furniture to cars and appliances. The conference Board in Canada, one of the country's leading economic forecasting organisations, is predicting that Saskatchewan retail sales will advance 11.1 per cent in 1981, as against 6.9 per cent

is expected to grow 5.5 per cent in 1981. The potash minesmost of which are in the Saskatoon area—are being kept buoyant by strong offshore markets and modest price increases.

Farther north, the uranium industry will be further enlarged by the construction of a C\$500m mine and mill at Key Lake by Key Lake Mining, which is jointly owned by the Satkatchewan government, Eldorado Nuclear of Ottawa and Uranezz, West German company If the project gets the final approvals that are now pending construction should begin in late 1981. Key Lake will be the world's third largest uranium mine and the fourth producing mine of its kind in

> THE PRAIRIES ROGER NEWMAN

northern Saskatchewan.

Two clouds could darken Saskatchewan's economic horizon, however: the ever-present possibility of another drought and a pricing dispute that will probably reduce activity in the province's heavy oil industry.

Some veteran farmers fear the prairies may be experiencing a drought cycle similar to that of the 1930s. But the spectre of another drought is only a background concern since there is no scientific way to determine whether adequate rains will fall this spring.

The oil price dispute is very real. The Federal Government is feuding with the two main producing provinces, Alberta and Saskatchewan, over the well-head price of oil. The pro-ducers want prices to rise towards world levels, while federal authorities feel some kind of a break should be given to Canadian consumers and manufacturers. In addition, Western oil companies are upset about a new excise tax that Ottawa has imposed on their oil and gas revenues. Oil companies are starting to move their drill-

Output of potash and uranium katchewan's heavy oil industry expected to grow 5.5 per cent near the Alberta border, though the impact is biggest in Alberta

> The oil boom experienced by Satkatchewan and Alberta has largely bypassed Manitoba, Its economic problems in recent years have been intensified by the migration of workers to resource projects in the other two prizrie provinces. Since 1978, Manitoba has lost 43,680 citizens through migration to other provinces, and its total population dropped by 3,300 in 1980 to just over 1m.

> There are a few bright points. A highly diversified manufacturing industry is continuing to make gains in employment and sales. Products such as gar-ments, processed foods, processed electronic instrumachinery. ments and aircraft parts are being exported in large quantiexternal value of the Canadian

> Premier Sterling Lyon's Progressive Conservative Government is starting to spend money to stimulate the economy, after several years of practising restraint. The Manitoba spending estimates are up 15 per cent for 1981-82, as against a mere 3 per cent rise when the Tories came to power in 1977. Part of the reason is the prospect of an early election.

Additional Government spending will create additional business just the same. Any economic improvement will be modest in 1981, but the long term prospects are better. Manitoba Hydro, the publiclyowned power generating cor-poration, is talking about re-commencing work on the Nelson River development—a multibillion dollar chain of half a dozen major generating stations.

Another project that could spur demand for more generating capacity is a tentative plan of Alcan's, the aluminium com-pany, to build a C\$500m smelter Winnipeg, Manitoba's capital. Alcan is undertaking a preliminary feasibility study. Hudson's Bay Mining and

Smelting is planning a four-year C\$100m capital programme in Manitoba's north; Brinco may ing rigs to the U.S. and other spend C\$14m to resume produc-countries. This will hurt Sas- tion at the San Antonio gold



150 tonne grain elevator is moved on a trailer along a highway near Regina, Saskatchewan, from a recently closed branch line to a railway station still in operation

mine in Bissett, Inco has scheduled a C\$20m five-year exploration programme near its Exploration programme near its Thompson mines; and Tantalum Mining is investing C\$1m to expand its Bernic Lake null capacity by 40 per cent. There is also a possibility that Manitoba may soon be in the potash mining business. mining business. Two international interested in deposits at St. Lazare, near the Saskatchewan border. One company, International Minerals and Chemical. is considering the construction of a C\$500m mine, while Amex of Canada is still in the explora-

tion stage.

Despite the promise of a better future, Manitoba's eco-nomy can best be described as flat at the moment. Winnipeg. home of half of Manitoba's population, has 20,000 unemployed, numerous boarded-up stores and little new construc-

Mr. Lyon may have a tough time getting re-elected, as the cratic Party has been making gains in recent civic and federal opposition to Ottawa's plan for patriating the Canadian consti-tution. But Manitobans seem to be more interested in bread and

In Saskatchewan, NDP Premier Allan Blakeney is taking a softer line on the constitution, although he too has been turning against the plan unless Ottawa grants more provincial

New Frontier remains a dream

WHILE OIL and gas exploration for good measure.

In the Beaufort Sea and the Politically, the territories are Arctic Islands has turned fiefdoms of a Federal Govern-Canadian attention to the ment headquarters thousands of potential resource wealth of the miles away in Ottawa. And, alwincial control of oil and gas ment is gathering momentum. country's north, large scale economic development appears as far beyond the region's grasp

In the late 1950s, the then Prime Minister Mr. John Diefenbaker pointed Canadians north with a vision of northern development that would make the country north of the 60th parallel as important in Canada's second century as the

west was in its first The north, Mr. Diefenbaker confidently declared, was ready to come into its own. All that was needed was an imaginative policy that would open its doors to Canadian initiative and de-

Since Mr. Diefenbaker's vision of the north, there has een some economic develop-

THE NORTH JAMES RUSK

ment transport links have improved and the region has taken a few more steps down the road to self-government.

But apart from a few southerners with a nostalgic vision of red-coated Mounties driving dog teams across the snow, few Canadians, least of all those living in the Yukon or Northwest Territories, think of the north as the once and future frontier of Canada's second

century.
While the north may have minerals and hydrocarbons in abundance, Canada learned in the 1970s that development will be slow, uncertain and risky. The climate is hostile, with long, dark and harsh Arctic winters and brief, sunny and hot summers. The ecosystem, sur-viving for the most part in a thin layer of soil above the permafrost, is fragile and not easily restored if damaged. Vehicle tracks may take years to disappear back into the

Distances are immense and transport links, except for air, are not well developed. For example, the first highway to the Arctic Ocean was recently completed but residents of Yellowknife, the capital of the Northwest Territories, must rely on an an ice bridge in the winter to drive out to the south.

The human basis for development is thin. Population is sparse and strong local political institutions are just emerging. Only about 70,000 people are found in an area as large as all of Western Europe, with East Germany and Poland thrown in

though the northern territories have been part of Canada since they were turned over in 1870 to a young nation by the Hudson's Bay Company, Ottawa's policy to the North, tinged as it is with a combination of naivity, paro-chialism and indifference, has worked more to frustrate than promote the ambitions northerners.

The local government structure is just emerging from colonialism, with the Yukon further along the road to selfdetermination than the Northwest Territories. Both have a commissioner appointed by and responsible to Ottawa, and elected territorial councils But in the Yukon, the council has an elected chief executive officer and minister of finance while the Northwest Territories has for the first time an elected official as minister of finance. In both, Ottawa has control of resources and land, is responsible for native peoples—two-thirds of the Northwest Territories population—and is responsible for the bulk of the budget.

Commercial discoveries Commercial discoveries of natural gas have been made in and a pilot project in which the gas will be liquefied and shipped to markets in an ice-breaking tanker may get under way this

Dome Petroleum has found hydrocarbons in every well it has drilled in the Beaufort Sea on a formation to east of Alaska's Prudhoe Bay field and 4 trillion (million million) cubic feet of natural gas has been proved in adjacent lands in the Mackenzie River delta.

Further south, Imperial Oil, Exxon's Canadian subsidiary, plans to spend C\$900m for a seven-fold expansion of production at its Norman Wells field and to build a 550-mile 12-inch pipeline to join up with the existing pipeline system in Edmonton. Although a Federal environmental panel recently recommended a one-year delay of the pipeline project, the National Energy expected to make its ruling on the pipeline application in March and the Federal Government's reaction to that report may well be a test of the Government's attitude

Ottawa wil be hard pressed not to promote development, if oil is found in the Beaufort. The proposed new National Energy Programme gives Ottawa a retroactive 25 per cent share of all fields as they move from the exploration to the development phase (with the exception of existing commercial fields) and

development in the territories.

production.

largely unanswered questions of largely unskilled native people, another issue looms over all plans for northern development. The native people of the north. ruled by the Hudson's Bay Company for two centuries and by Canada for just over a century, have never had treaties with any government and southerners with their oil rigs or diamond

drills may be legal interlopers.

The native peoples of the north have made massive land claims, which they are negotiating with Ottawa, and the way to cleared until the land claims are resolved.

Resolution of the land claims will be difficult. In some cases the claim of one native group But even if full-scale mineral

and giving what zip there is to

In the Yukon, a second gold environmental protection and rush is under way and about 150 employment opportunities for operations worked the gravel for gold last year. This year, the gold production could double in value to C\$100m.

Two of the largest lead-zinc mines in the world, one in the Yukon and the other in the Northwest Territories are expanding and a third lead-zine mine will begin production on Cornwallis Island in the high Arctic next year.

In the medium-term, the Yukon has a more buoyant outlook than the Northwest Territories as the natural gas pipe-lines from Alaska through Canada to the lower 48 states of the United States will cross the territory. While the pipeline project has stumbled through a series of misadventures, its backers are optimistic that it will go ahead in the mid-1980s.

AT YOUR SERVICE 25 HOURS A DAY

Presenting Canada's national port system. Fifteen ports serving North America, providing efficient and rapid handling of your varied types

When you ship through a Harbours Board Canada port, you aren't using an entity, you're using a system. A system that has taken years to

Today's shipping challenges demand modern highly integrated and competitive service. The kind we provide . . . 25 hours a day!

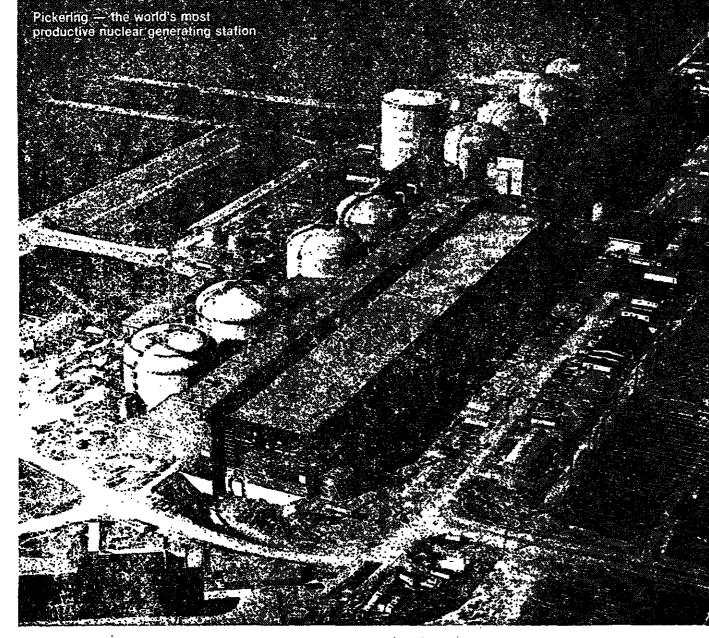
PORTS AT: St. John's, Nfld., Halifax, N.S., Saint John, N.B., Belledune, N.B., Sept-Iles, Qué., Chicoutimi, Qué., Baie Des Ha! Ha!, Qué., Quebec, Qué., Trois-Rivières, Qué., Montréal, Qué., Prescott, Ont., Port Colborne, Ont., Churchill, Man., Vancouver, B.C., Prince Rupert, B.C.

For information contact:

Gordon A. Wendt, Advisor Marketing, Harbours Board Canada, Tower "A," 320 Queen St., Ottawa, Ont. KIA 0N6, Tel. (613) 992-5274. Telex 053-4127.



Conseil des Ports



CANDU-A power reactor that's proven, not just promising

CANDU nuclear power stations have provided over 215 billion kilowatt hours of electricity for Ontario Hydro, one of North America's largest electric utilities.

Their lifetime performance puts six CANDU units in the top ten of over 100 world reactors with capacities over 500 MW. Designed by Atomic Energy of Canada Limited, these reactors have a solid record of safe, reliable and cost effective performance.

capacity in operation and under construction in Canada, CANDU stations are also being built in Argentina, the Republic of Korea and Romania.

In addition to the 15 000 MW of nuclear

NEWSFLASH!

Preliminary figures for 1980 show the Bruce Generating Station of Ontario Hydro challenging Pickering's supremacy, with two Bruce units in the top five of world reactors over 500 MW.

YOU CAN COUNT ON CANDU



Atomic Energy of Canada Limited 275 Slater Street Ottawa, K1A 0S4 Telex: 053-3126

Modernising in anticipation of future world demand

one in ten of Canadian jobs and about 20 per cent of the country's total exports, came through 1980 with surprising strength, considering the recession in its principal markets and

the slump in housing. Moving into 1981, operating rates in the key newsprint sector are holding up well and overseas markets are showing enough bounce to balance the alackness in the U.S. Demand for pulp and paper from such countries as China, Korea, Japan and other parts of the Pacific rim is climbing, and it may still be only the tip of an iceberg, says Howard ...Hart, persident of the Canadian Pulp and Paper Association.

The lumber section has reached its lowest point and producers are looking for a resurgence in U.S. housing in the second half of 1981. Prices will respond swiftly if the Reagan administration can succeed in trimming inflation and easing ing products will probably remain slack until the second half of 1981 but fine papers continue strong in the domestic market

real growth. This would help another major rise by improving absorb some large slices of new forest management. newsprint and lumber capacity, Some of the provinces have due to be in operation in the reached the limits of their next two years. The Canadian supply Even in British Colum-

cost of energy through this decade.

Canada mills last summer give two-figure annual increases, and

FOREST PRODUCTS ROBERT GIBBENS

even higher claims. Costs are climbing generally at about around the rate of inflation — 11 per cent — but because of less North American demand. actual prices received may not keep up this year. This may result in generally lower earninterest rates to let that resurings, though larger companies gence happen. Pulp and packag with diversified products and export markets may maintain their levels.

If the industry is to seize world market opportunities over because the discount on the Decause the Decaus

for some time, thereby bolster- changes at the production stage. ing company earnings on export During the 1980s Canada is However, Abitibl-Price, which sales, and the industry feels it expected to catch up with is based in Ontario and Quebec, will have an advantage in the Scandinavian standards of and is itself a merger of two

> (50 far as the Maritime provinces are concerned) gets able in North America in the under way this decade, next four years. It plans to (Canadian International Paper Company's big Gatineau news next five years to modernise its print mill near Ottawa is milk and forest base. changing over from fuel oil to gas for its heating.) The indus- a massive modernisation and try has a federal commitment expansion programme costing

to conversion.

Macmillan has become strongly based in British Columbia by provincial government flat. The

THE FOREST products indus dollar should remain around bia, the prevalence of smaller Quebec Government carefully try, which accounts for about the level of the U.S. 85 cents trees has forced major technical watches the control position of

forest management as both old-established companies with industry and governments deve-There are continuing prob. lop expensive programmes remains widely held. Abitible is lems, however. Wage con- designed to ensure a continuing the world's largest newsprint tracts agreed by the eastern supply of resources.

There are continuing prob. lop expensive programmes remains widely held. Abitible is lems, however, and has sales of well producer, and has sales of well producer, and has sales of well producer. supply or resources.

Since the energy crisis of over C\$1.25bn a year. Half its 1978-74 Canadian mills have sales are in newsprint and the increased the efficiency of their use of energy by about 20 per paperboard, kraft paper and cent but further substantial paper companies in Canada its. gains are possible, especially in paper companies in Canada, its the older Eastern mills, as the stock is greatly undervalued programme to substitute natural because of fears that too much newsprint capacity will be availspend at least C\$1on over the

> that gas prices will be averaged several billion dollars, from over the whole of Eastern East to West. The emphasis in Canada and will remain well the East is on modernisation below oil prices as an incentive and productivity. The example of mill closures in many parts Within a year or so the older pulp and paper mills of Trois Rivieres, in Quebec, will start being converted to gas. The cost of converting an average mill can be C\$2m to C\$3m.
>
> Ownership patterns in East years ago. They are collectively and West have tended to splidiffy. and West have tended to solidify putting up several hundred among major groups such as Macmillan Bloedel, Canadian isation and improvements in Pacific, Noranda Mines and Consolidated-Bathurst. Control of September 1997 of Septem installed, and steps taken to reduce energy consumption.

The industry is going through

lumber capacity is expanding. Private groups have been consolidating ownership of sawmill facilities in preparation for better markets developing in 1981-82. A major new pulp mill is planned for Northern Alberta where timber reserves

machines are being installed in would be unlikely to take over A Toronto property developer, Canadian shipments could be the newer Western mills and Abitibi for fear of Government Olympia and York, has emerged about 8.6m tons, and an average anti-monopoly action. However, several companies rich in cash Abitibi. and operating outside the indus-

try are interested in the resources of the forestry sector and in Abitibi's prospects. Federal Commerce and Navigation Ltd., one of Canada's largest coastal, arctic and inter-6.4m tons in the peak 1978 year. taken to are still unused.

largest coastal, arctic and inter- Domestic demand will be about 1981. Canadian capacity is rated imption.

Other pulp and paper comnational shipping groups, has 1m tons and other export marat about 9.5m tons, but it is newsprint panies with the financial muscle 10 per cent of Abitibi's stock kets might take 1.6m tons. creeping up quickly to 10m.

as a bidder for control over industry operating rate of about U.S. newsprint consumption could gain slightly up to about 8.7m tons. Indicates a 10.2m metric tons this year, of small rise in inventory. However which about 6m tons would a substantial margin of capacity 93 per cent and production come from Canada, down from remains should markets turn out stronger in the second half of



ه یکذامن لاصل

A bulldozer is used to contain a forest fire at Grand Lake, Newfoundland

On the trail of new deposits

CANADA'S HUGE mining and of soaring prices in recen metals industry has regained years of precious metal found much of its financial muscle in the same ore and also of · during the past two years. Com- molybdenum. paines are in more confident mood and are out looking for

Although earnings on average Hudson Bay Mining and last year fell back from the Falconbridge copper. Price good 1979 recovery levels, the swings are more critical to industry is optimistic for the second half of 1981. The principle that production and pricing discipline is the key to Western copper producer. More adequate future profits has production associated with gained widespread acceptance. and worries about world prices m relation to sharply rising Canadian costs. The shortage of skilled manpower in the mines has not been relieved. The troubles of the steel industry, especially in the U.S., have brought serious produc-tion cuts at the Iron Ore Com-

A pelletising plant with an annual capacity of 6m tons is being closed indefinitely along

BHINIME ROBERT GIBBENS

with the mining activity conmeeted with it. loco will con-tinue operations in Labrador, : where it has more than 10m tions of annual pellet capacity. r: The asbestos mining sector is going through a slow period, mainly because a fall in building activity in the key U.S. -market has cut demand for short fibres. This sector is rentred in Quebec, and layoffs Are serious.

Uranium has reached lareau, and the long climb in rices is over. Existing mines a Northern Ontario and Vorthern Saskatchewan long-term contracts to keep them active for many years, but cut in exploration and developient is likely until governments everywhere make new commit-

ments to nuclear power senerating plants.
The fastest-growing mining sector is coal, and major contracts have been signed with the Japanese which will double Canadian coal exports during

the next few years.

Exploration for base metals nd precious metals is active in hany parts of the country but has reached fever pitch in British Columbia, the Yukon and some parts of the North West Territories. Speculation in the shares of small exploration companies has caused severe roblems for the Vancouver

Stock Exchange.

Oversupply of many key metals in world markets caused prolonged price weakness despite: the general economic ecovery which followed and problems with nickel persisted. The industry came back strongly in 1979 as more Stability emerged in world markets. Earnings on average lipped in 1980 and may con-tinue to show some uncertainty in the first half of 1981. But producers are optimistic for the second half and for 1982-83 Canada will continue to enjoy an energy cost advantage.

Copper prices have generally literanined the level of Canadian mining and metal industry stocks because of the metal's importance in the operaions of major companies. But his linkage is changing because By-product prices are now

well below the peaks, but such new ore deposits, particularly metals account for 20 to 25 per in the west and north west. cent of the total metal revenues The political and tax climates of such diversified companies as improved markedly. Noranda Mines, Teck Corp. Hudson Bay Mining and Falconbridge copper. Price smaller, one-product copper producers.

Canada is the third largest molybdenum comes on stream There are some weak spots late this year with the Highproject expansion in British Columbia and several small producers will be starting up in the next year or so in the East. The Valley Copper Mine of Cominco in British Columbia, a major producer, should be operating

croany of Canada's Quebec Present Canadian capacity is *about 950,000 tons, rising to 1.1m by 1985. Producers see more pressure on prices through much of 1981 because of oversupply, a cyclical recovery starting in 1982 and a better supply-demand balance emerging through 1985. Some analysts put the average London Metal Exchange price for 1981 at about 85 cents

> Nickel producers are showing determination to hold down inventories and maintain price stability. Canadian sulphide producers, with the help of byproduct metals, such as copper, cobalt and some precious metals, are reasonably profitable at current prices. Inco has shut less profitable laterite operations in Guatemala temporarily. With a recovering trend in the world economy With a recovering probably starting this year, some analysts are predicting nickel prices rising towards \$5 a pound by 1983.

There is an emerging ainconcentrates shortage, while refining capacity remains in surplus. Although the market is lacklustre at the moment. Canadian producers expect firmer prices towards the end of 1981. However major new mine production is due on including the new Arvik mine of Cominco in the high Arctic.

It will raise refined zinc out put from 270,000 tons to 300,000 tons in 1983. Refined lead output will rise 25 per cent to 200,000 tons by 1985. The Noranda Group is also bringing on more zinc and lead production in New Brunswick.

Molybdenum, with more capscity coming into production in association with copper, is not expected to repeat the price rises of recent years for a lengthy period. The 1981 out-look is for more weakness, A major new gold mine 125 miles north-east of Timmins, Northern Ontario, is due in production in 1983, at a production rate of nearly 90,000 ounces yearly. Capacity will be doubled in 1987 when the mine moves underground. That would give projected output of 175,000 ounces yearly, a large mine for Canada It is owned by Camp-bel Red Lake Mines, Dome Mines and Amoco Canada Petroleum (Standard of Ohio). Its cost is nearly \$150m

Selco Inc., and Hudson's Bay Oil and Gas are bringing in a new copper mine in north western Quebec at a cost of

WHEN YOU WANT A BANK THAT CAN PUT TOGETHER MONEY FOR MAJOR PROJECTS

OUR SOLUTION:



ing Group is organized into teams with direct access to major decision-making authority.

When you call us, you call direct.

MAJOR INVESTMENTS WORLDWIDE

Some examples: Last year Bank of Montreal, together with Bank of America and Manufacturers Hanover Ltd., helped put together the \$660 million (U.S.) needed to back development of the third largest copper mine in the world, Mexico's La Caridad.



• The loan was the largest ever granted a Mexican private sector

Our Mining Services Department supplied the necessary technical expertise.

• This one project will double the copper mining capacity of Mexico.

Besides La Caridad, Bank of Montreal last year helped arrange financing for such major private sector projects as a Spanish utility

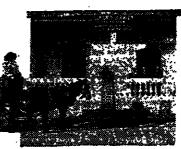
and a steelworks and chemical company in Denmark.

Now, when you want a bank that can fit the solution to the problem (not vice versa), you have our credentials.

THE FIRST **CANADIAN BANK**

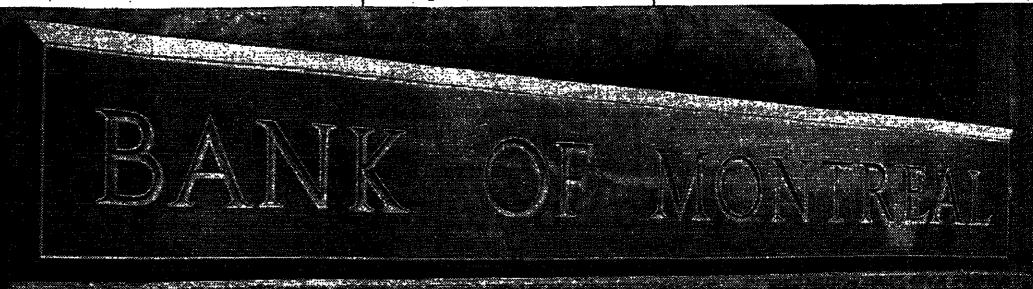
Bank of Montreal was, indeed, the first bank established in Canada, in 1817. And the first to venture outside of Canada, to the U.S. and England, in 1818.

But to us, "first" is more than a date. It's an attitude.



An early branch bank in Mexico.

We intend to live up to the "first" in The First Canadian Bank, worldwide.



THE INTERNATIONAL

NATIONAL BANK

We're a major Canadian bank with more than a hundred years' investment in Canada's growth and future. We're an international bank with thriving offices from London to Hong Kong and correspondent banks in over 150 countries.

potential. Try us.

We're a bank committed to a healthy world economy. That's why over one quarter of our assets is invested in international activity. And we're a leader in syndicated loans. We believe there's no limit to our

NATIONAL

OF CANADA

BANK

A better way to bank

De Havilland's Dash 8, planned to make its maiden flight in 1983, is a 30-36 passenger aircraft designed to attract the short-haul and commuter market. Since its announcement in 1979 there have been 93 offers of purchase from 26 companies in eight countries

Bulging order books boost record sales

THE ROBUST performance of made it one of the country's high fiyers at a time of generally sluggish economic

The order books of the two major air-frame builders, de Havilland of Canada and Canadair, are bulging. New programmes are being pushed ahead, employment is rising, plants are being expanded and sub-contract work is flowing out to hundreds of small and medium-sized suppliers. Orders, options and offers to

purchase are outstanding on more than 300 aircraft ranging from de Havilland's C\$1.2m 19-seat Twin Otter to Canadair's C\$7.7m Challenger business jet. The industry has become one

of the country's major exporters advanced products, airplanes and elec-tronics, with more than 80 per cent going to outside markets. At one time it owed its existence to military require-

Sales this year are expected to outpace the record C\$2.1bn set last year which was up from C\$1.7hn in 1979. Employment has grown from 39,000 to more than 42,000 during the

The industry confidently if optimistically predicts a doubling of current sales by 1985, with employment rising by that time to between 55,000 and 60,000. It forecasts sales for for the decade at between C\$40bn and C\$50bn. Some of this will include part of the C\$3bn in industrial offsets to accrue to Canada from its pur-chase last year of 137 new F-18 fighter aircraft from McDonnell Douglas. Subcontracts on this programme have still to

awarded. But this bounding growth is not without its problems. There is a growing shortage of the highly skilled workers needed to make it all possible.

The other bleak spot in an otherwise bright future has been the recent layoffs of 700 workers, with more pending, by McDonnell Douglas Canada, makers of wings and tails for U.S. parent's DC-10 and DC-9 civil aircraft. A slowdown in orders for the airliners has forced the layoffs. McDonnell Douglas in Canada has bid for ome of the F-18 work from its U.S. parent and if successful its employment picture will brighten. It could also bid for some of the work on de Havilland's new Dash 8 programme, a 30-36 pasenger aircraft aimed at the growing short-haul and

Dash 8 received a seat Dash 7. The target is the by Lockheed — dous boost in January U.S. commuter market where McDonnell Douglas.

when the Canadian Government greed to provide de Havilland with up to C\$450m in loan guarantees to proceed with design, development and pro-duction. The programme will provide employment for 3,000 in addition to the current 5,000 workforce. De Havilland is

> AEROSPACE KEN ROMAIN

programme of new building and new equipment at its site in Toronto to accommodate the

The Government also made C\$50m available to Pratt and Whitney Aircraft of Canada to proceed with the development of a new and more fuel-efficient turbo-prop engine, the PT-7, to power the Dash 8, which will add 1,000 to its workforce in Montreal.

Subcontract work on Dash 8 will amount to about C\$130m a year during the life the programme and will be spread among companies across the country. Several hundred sub-contractors and suppliers will also provide parts and components for the new PT-7 engine.

Since the Dash 8 was announced in November 1979 offers to purchase from 26 com-

turbo-prop sircraft and their better fuel economics are replacing existing jet services. Dash 7 orders total 125 of which more than 30 have been delivered. More than 750 Twin Otters have been sold.

Canadair marked another major milestone in the latter part of last year with the certification of its highly successful Challenger business jet. By the end of the year 12 had been delivered and another 40 to 50 will be on their way to customers this year. Design work has started on the stretched version of the aircraft to be known as the Challenger E.

Canadair has a total of 180 orders for the Challenger made up of 132 firm orders for the standard aircraft powered by Avco Lycoming engines and 48 orders and deposits for the standard aircraft with an alternative General Electric engine which will also power the stretched Challenger.

Canadair has also started batch production of its CL-215 amphibious water bomber at a new assembly plant at Dorval International Airport, Sixty-five of the aircraft, which are used to fight forest fires, have been sold since 1966 and the company currently holds orders for five.

The new plant will be used for

the assembly of the rear fuse-lage sections for the Boeing 767. Canadair's contract with Boeing covers 300 shipsets, the largest de Havilland has received 93 subcontract ever awarded the company. It also holds major panies in eight countries, most contracts with Lockheed for from U.S. airlines. The 30-36 sections of the Aurora maritimeseat Dash 8 sits between the surveillance aircraft of the Lockheed - and

Auto Pact with U.S. needs modifications THE SERIOUS problems facing sation of the industry across the the North American motor border, stimulated new investment in Canada, boosted employand brought

industry—low demand, increasing foreign competition and the ment need for massive investmenthave overshadowed Canadian concern about the Auto Pact. the 16-year-old agreement which regulates vehicle production in Canada and trade with the U.S. Canada is at the moment

suffering slightly less than its larger neighbour, with 18 per cent of its workers in the indus-try laid off, compared with 25 less the industry is so important to the Canadian economy—and particularly to Ontario, where 90 per cent of Canadian vehicles are made-that its current plight is a source of great

7.2 per cent in Canada last year (compared with a fall of 15.8 per cent in the U.S.) and of trucks by 15.7 per cent (against a fall of 28.5 per cent). The Ontario Treasury Department has estimated that 30,000 jobs were lost in the industry last year, mostly in the manufacture of parts and components.

Mr. Herb Gray, the Federal Industry Minister, who initiated consultations with the U.S. Administration on the Pact early last year, has had to turn his attention to more pressing matters such as the loss of jobs and the demands by Chrysler for financial support from the Canadian Government.

Nevertheless it remains his intention to see some changes made in the way the Pact operates and, from its own side, modifications.

faction with the Pact, Canada and the industry have reason to be pleased with the benefits it has brought over the years. Before its introduction the a recent report that the major motor industry, largely U.S.-owned.

was cut off from Detroit by high tariff walls. It attempted to be Brazil and Japan. One of the a microcosm of the U.S. ironies of the Pact, the report industry, making a full range noted, was that the major manu-The Pact permitted rationali- import these

consumer prices. Manufacturers and parts into Canada duty-free provided they met certain production-to-sales ratios and maintained a specified level of Canadian value added

In the early years the Pact also brought substantial trade benefits to Canada. A trade deficit with the U.S. of over C\$700,000 in vehicles and parts in 1965 was steadily reduced until for the three years from

MOTOR INDUSTRY RAY PERMAN

Thereafter, however, the position began to deteriorate. Although trade in finished vehicles has always remained in surplus, it has been more than offset by the deficit in parts, leading to a C\$3bn deficit with the U.S. in 1979 and an estimate C\$1.9bn last year.

Canada has also become con-cerned about the "branchplant" nature of the industry that has resulted from rationalisation, particularly the lack of research is carried out mostly in the U.S.

Left untackled the trade problem could steadily get worse. Changes in the vehicles are produced has enabled manufacturers to meet their value added commitments largely from assembly operations in Canada, freeing them to import parts from countries.

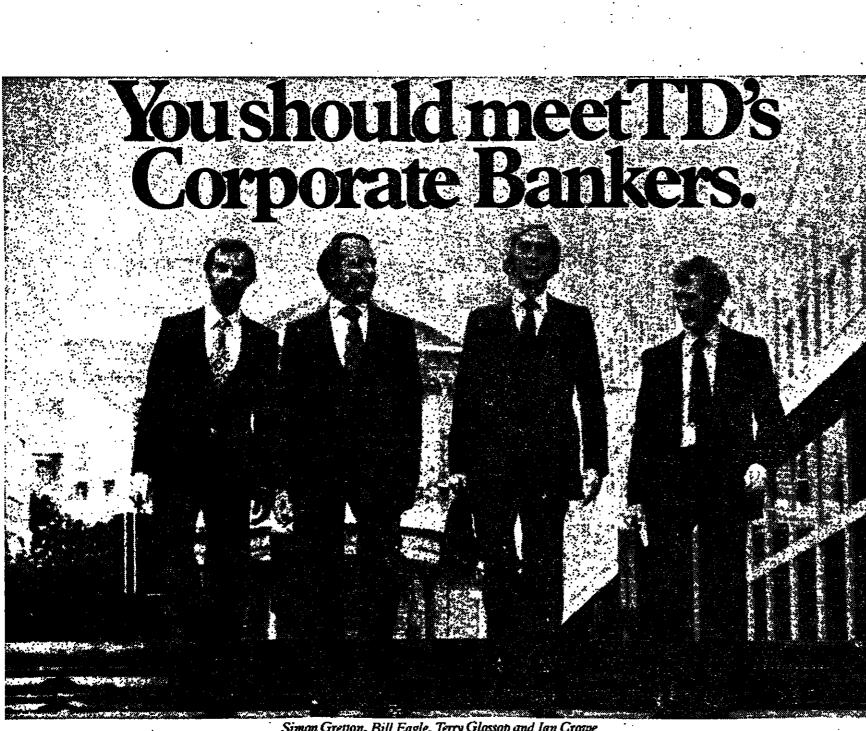
The Ontario Treasury noted in manufacturers were now making their fuel-efficient four cylinder facturers—General Motors, Ford and Chrysler-were able to

Its conclusion—strongly dis-puted by the industry—was that by 1985 engine production could have disappeared completely in

The industry is annoyed by the way public attention has been focused on the trade aspects of the Pact while ignor-ing the substantial other benefits it has brought, particularly in employment. It -refutes the suggestion that the Canadian industry is being run down, pointing to the C\$3bn now being spent by General Motors and Ford in Canada, the introduction from this month of the first of the Ford small cars into production in Canada and the Chrysler commitment to build a small front-wheel drive car there.

It has its own complaints about the way the Pact has been operated, particularly the inflexibility of the ratio requirements, which have to be met each year rather than being spread over a number of years. Penalties for infringing the ratio rules are so high (the imposition of 14 per cent duty on everything imported in that year—which could run into hundreds of millions of dollars for a major manufacturer) that they have to be waived, since they would sink even the strongest company.

On some occasions, says Mr. Jim Dykes, of the Canadian Motor -Vehicle Manufacturers' Association, the Government has used technical infringements and the threat of penalties to force companies into making new investment. And whenever a manufacturer fails to meet its obligations under the Pact, the impression is created in the public mind that the company is acting in an underhand way. Talks on possible medifications to the Pact have been interrupted by the change in the U.S. Administration. When they restart it will not only be the simple relationship between Canada and the U.S. that will be under consideration. The shape and future of the motor industry in North America may



HONG KONG

Simon Gretton, Bill Eagle, Terry Glossop and Ian Crowe

Here are Toronto Dominion's UK Corporate Bankers. When your company needs financing for expansion, foreign trade, a large scale project-or foreign exchange and money market services that's the time to meet one of TD's corporate bankers.

Their years of experience in helping companies in the UK is combined with Toronto Dominion's complete range of Corporate Banking Services. And behind

them is the strength of TD's world wide resources--assets in excess of CDN \$32 billion, a global network of more than 1,000 branches, offices and affiliates-including Toronto Dominion

International Bank Limited which managed or co-managed over U.S. \$13 billion in loan syndications last year.

Financial leadership, experience, dependability-plus personal attention. It will pay you to rely on TD's Corporate Bankers.

TORONTO DOMINION

the bank where people make the difference

Regional Headquarters-St. Helen's, 1 Undershaft, London EC3A 8HU Telephone: 01-283-0011

Michael Donne, Aerospace Correspondent, looks at the market emerging for 150-seat short-to-medium haul airliners

The \$50bn gap in the aircraft market

THE WORLD'S Civil aircraft manufacturers are facing a 🕻 major dilemma — whether or not to make an investment of several billion dollars to meet a market emerging among short-to-medium baul airlines for a new class of 150-seat airliners. This market could emount to well over 1,000 aircraft during the next decade, worth more than \$50bn including spares in addition to the many other types of new aircraft already on offer to fit different market

lo over \$130bn. Cash is everyone's problem. industrie is already beavily indebted to European Governments for the existing A 300 and A 310 programmes and options, only haldway to breaking even at eround 800 aircraft. Airbus would have to

ask those Governments for at become the next major developeast another £500m to undertake a 150-seater, Fokker, also planning such an aircraft, would have to go to the Dutch Government, or try

Europe, Japan or the U.S.

In the U.S. Lockheed is not interested. Boeing, beavily committed on its new 757/767 programmes, costing over \$2bn. would prefer to wait a while to a hig new venture. But it is "" being pushed by Douglas, which in turn is almost desperate to get into the 150 seater market. to but needs a big order to convince its perent, McDonnell ment systems for Douglas in St. Louis, to stump of expensive fuel.

up the necessary investment. Added urgency has been get into this market by the recent announcement that Delta g: Air Lines of the U.S., one of 100 or more (for it has over 170 of the biggest in the world, having 727s to replace as well as over



requirements amounting in all Would clash with the 737-300

already ordered 60 of the new 200-seat Boeing 757 jets, is now also interested in up to 100 of A 300 and A 310 programmes this new 150-seat class. It has and virtually every U.S. airline which are still, at 456 orders sent its "specifications" for such with 727s. an airliner to the aircraft and IN engine wanufacturers.

The 150-seater could thus ment in world air transport. following the successful launching by Boeing of its 757 and the larger, 240-seat 767. The new aircraft would lie between the existing Boeing 737 of about 115 to stitch together some form of existing Boeing 737 of about 115 international collaboration, in seats (currently the world's best-selling jet), or the McDonnell Douglas DC-9 Super 80, at one end of the scale, and the Boeing 757 with 200 seats` at the top end.

The market for the 150-seater before committing another \$1bn would be divided roughly into one third for airframes, one third for engines, and one third for electronic and other equip-ment incorporating new tech-nology, such as "fuel management systems" for the best use

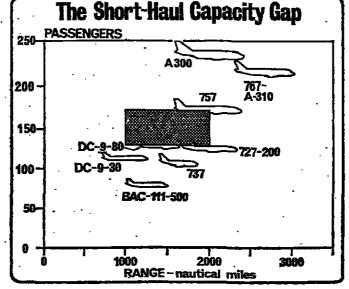
Delta is not the only airline in the U.S. to have put forward given to the airframe and specifications for such an airengine manufacturers' desire to craft. Another is United, the biggest airline in the Western world, which could buy up to

50 737s) while others include Pan American Trans World. Continental, Western, Northwest

world's biggest builder of jets, already solidly entrenched on either side of the "gap" with the 737 and the 757, is looking at methods of filling it Plens by that company to build a bigger 737, the Dash 300 with up to about 135 seats are likely to be announced this spring, but this will only partly close the gap. One idea put up by some U.S. airlines is that Boeing might modernise its 727 with improved engines and better aerodynamic efficiency. This idea is attractive, especially because it would be simpler and cheaper than launching yet another major new programme on top of

the 757, 767 and now also the 737-300. Boeing could also offer smaller version of the 757. McDonnell Douglas, already severely trounced by Boeing in the U.S. market, with the 757 snatching big orders from Delta, American and Eastern, is still looking for customers for its proposed new DC-XX, a twin-engined 150-160 seater of the kind Delta and United appear to

McDonnell Donglas has been



very close to United in drawing up specifications for the DC-XX, and United has made it clear it does not want the bigger 757 and does not want to see Boeing dominating the entire short-tomedium range airliner market in the U.S.

IN EUROPE, Airbus Industrie (in which British Aerospace has a 20 per cent stake), is also nterested in a new short-haul, narrow-bodied twin-engined air-craft in the broad 130-170 seater category, called the "SA" or Single Aisle series. This is only one of its ideas for new programmes to complement the 200-seat A-310 and the 250-seat A-300. Others include a stretched version of the A-300 to seat about 300-plus passengers, and a longer-range, four-

engined model.

But Airbus Industrie feels that the SA series offers much potential. Its studies include an SA-I of 130 seats, but this

would clash head-on with the new Boeing 737-300. More promising is the SA-2, of about 150-160 seats, which would be directly competitive with the McDonnell Douglas DC-XX. Airbus has been lobbying the airlines, and is responding to their "requests for proposals."

Inside Airbus itself, the French seem to be most interested in such a program M. Jacques Mitterand, president of Aerospatiale which is a 37.5 per cent partner in Airbus, recently called for an early decision on an SA type of air-

thusiastic, but appreciates that before any such venture can go ahead, it must be supported by all the Airbus Industrie partners

and their Governments. The West Germans appear to be more cautious at present. Although not averse to the idea

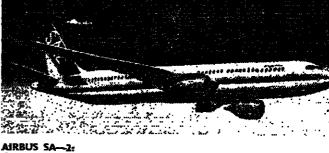
GENERAL

companies.

unions to discuss pay.

being "dumped" in Britain.

visted," Royal Institution,



AIRBUS SA-2: Competition for the DC-XX

ه کدامن الممل

they would like to see some firm Douglas of the U.S. itself. £500m to launch.

ideas for a 150-seater, the F-29, to follow its present F-28 Fellowthough it has had extensive talks on possible collaboration the Japanese, and even with Boeing, it is still some way off committing itself to such a major investment. THE POSSIBILITY of

wider international collaboration has occurred to Airbus Industrie, which has been talk-ing to the Japanese (who have ideas of their own for a 150seater, called the YXX). Here, too, nothing firm has emerged. The possibility of Fokker joining Airbus to build a joint SA-2/F-29 has not escaped attention either, but at present Fokker appears to want to preserve its independence a little longer. Nevertheless, the idea of forming some new Airbus Aerospace is now permitted to Industrie subsidiary group to seek, following the share flotabuild the 150-seater, including tion—it would have to put up Fokker, and perhaps also the

contracts emerging before com-mitting themselves to a venture also help to solve another which might cost as much as problem facing Airbus Industrie in determining new pro-Also in Western Europe, grammes—where to build them. Fokker of the Netherlands has The existing capacity of Airbus Industrie on the continent is being rapidly filled by the rising ship twin-engined jet. But al- production rates of the A-300 and A-310, and to undertake any new programme some addi-Fokker has it in the Netherlands, and so does British Aero-

mouth) and Filton (Bristol)

But this bigger work-share would also probably involve taking bigger financial shares in the programme. To get final assembly, for example, British Aerospace might have to put up about 30 to 40 per £150m and £200m if the total launch cost is £500m, the rest coming from the other partners. But to win such sums in "launching aid"-which British a convincing case, supported by Italians and Japanese, is gain- all the other partners, which would also have to convince of a 150-seater in the long term, 'might also include McDonnell their own governments.

complex a problem. General Electric and Rolls-Royce are already in the market with engines of suitable power-the joint GE/Snecma (France) CFM-56 and the Rolls-Royce-Japanese RJ-500, while Pratt and Whitney has said it will develop another new powerplant in its "2000 Series," the PW-2025 of about 25,000 lbs thrust or even one of perhaps 30,000 lbs thrust, to meet the requirements of the 150-seater

Government interests become involved, here, too. The French Government, which owns Snecma, could be expected to push for the use of the CFM-56. The UK Government, expected to pick up a bigger share of the cost through launching aid than any other European Government could be expected to push for the use of a Rolls-Royce engine, especially since Rolls-Royce has failed so far to win any orders for its engines in any version of the

Thus, the problems of putting together a major new engine and airframe programme in Western Europe in the 150seater field are considerable. They are political as well as because ments hold the money-bags the airframe and engine builders want. But enlightened selfinterest must also play a part. What happens, for example, if Europe does not develop an airliner of this type? The answer is that the market of over \$50bn will go to the U.S. -to McDonnell Douglas or Boeing, or both, or to Fokker, or to the Japanese, or combinations of those, with Airbus Industrie left out entirely. It is difficult to believe the European Governments will want to see that happen.

Letters to the Editor

policy

Select Committee report (Febru- tively high capital costs in the ary 19) on energy policy has first place. surely given encouragement to the proponents of the now fashionable argument that we do not need any more power stations, least of all nuclear ones, because electricity demand is not increasing significantly. It is also unfortunate that the Government felt obliged to announce a new initiative on coal

the same day. Misconception surrounds so A. W. Kidd. nc energy to the advantage of the auti-inclear faction. Nuclear energy has been singled out for gross misrepresentation where equally complex technologies have not. Political capital can be made out of energy problems because they

affect everybody. The time has come for this country to decide how it is going to build an alternative energy system with our oil revenues to take over when the oil runs out. The Select Committee questions a £15hn nuclear power programme which will not start to produce electricity until the time that our present self-sufficiency in oil is beginning to disappear, without asking what should be the role of electricity in the future energy base of the nation. Will a suc-cessor committee in years to ... come similarly balk at a £15bn programme of coal conversion hich if nothing else will drastically shorten the lifetime of our exploitable coal reserves, especially if a quarter of the supply has to be burnt just to provide process heat for conversion of the remainder?

.The underlying issue is whether we try to maintain the status quo by converting a finite and environmentally malignant resource into synthetic substitutes for our familiar fuels at their same, or greater, level of consumption, or prepare to change to an electric total energy system based on nuclear power with some hydro and tidal energy, and a significant measure of combined heat and power production for liquid fuel synthesis and low-temperature process and space heating. It is a plausible scenario for this country which can guarantee in the long term a sustained high standard of living, virtual independence of energy imports, conservation of indigenous energy resources and minimise damage to the environment Eric Jeffs.

Moat Lane, Great Missenden, Bucks.

Teal.

Domestic heat pumps

From Mr. A. Kidd Sir,-Mr. Eastwood of Eastwood Heating Developments states a case (February 17) for domestic electrically powered heat pumps which, however, omits several factors.

Heat pumps of this size at present depend upon a reciprocating compressor which is likely to require skilled engineering maintenance throughout its life and, in my opinion, one will have to wait for a singlepiece rotary or turbo compressor before the domestic heat haps a decade. Additionally, it supply which is why the level

is well known that many heat is likely to remain at the three things are required if we pumps fail to retain for long present figure of 150,000 their initial coefficient of per-

formance so that on average a the truth than 21. On top of organising

figure given by Mr. Eastwood deliveries. of 21, and with domestic electric P. G. Ridgwell, tricity costing 4.05p per unit The United Kingdom Sugar (due to rise by 111 per cent on April 4) the cost of a useful Cereal House, Kwhr works out at 1.62p or 58 Mark Lane, EC3. fractionally more than with the latest high-efficiency oil-fired boilers now becoming available.

Three miles to a gas main

From Mr. D. Eyre.
Sir. - Mr. W. R. H. Orchard (February 19) wishes to continue to enjoy subsidised gas. This village has no mains gas supply within three miles, so why should my tax payments help to pay his subsidy? Mrs. Thatcher was supported on a promise to allow the principles of market forces to operate if I cannot or do not buy the goods, why should I pay for them? I hope only that the Prime Minister and the party keep their promise.

Stenmhammer Lodge. Penshurst, Tonbridge, Kent.

Sugar selling in the UK

United Kingdom Sugar Merchants' Association Sir .- If the role of the sugar

merchants was really as described in John Edwards' article "EEC key to British Sugar closures plan " (February 17) I would agree with British Sugar that it was "an absurd anachronism". It is not, however, as he describes. More importantly, the merchants' customers recognise that it is not, which is why 80 per cent of the sugar sold in the U.K. is sold through sugar mer-The complaint made by some

merchants to the EEC Commission is not that British Sugar is widening its direct sales to big consumers, but that it is doing so by means which are unfair and discriminatory and which are only possible because of the dominant position which British Sugar enjoys today in the UK market. The sugar merchants represent an unwelcome source of competition to British Sugar for three reasons: They offer independent and unbiased advice to their customers on the special deals being offered UK refiners; they make their own prices in competition UK refiners where they with have bought sugar on contracts; and they handle the major part of sugar that is imported from the rest of the EEC. British Sugar has done its best to eliminate the first which must inevitably in the long term affect the ability of merchants to import EEC Although British Sugar object to Continental sugar imports, users of sugar recognise that these imports are a vital third source of

As a pure point of fact, figure of 2 or less may be nearer invoicing of customers and deliveries has Sir. — The Parliamentary this there is the matter of rela- always been and still is the responsibility of merchants, and not of the UK refiners. The Even at the possibly optimiste refiners deal with physical deliveries.

Merchants' Association.

Pensions ninging From Mr. R. Nottage.

Sir,-Mr. Sibly of the Legal and General Assurance Society (February 17) gravely misleads your readers when he states that

the National Insurance scheme is a pay-as-you-go scheme." The scheme is financed in two separate ways. For the contracted in employees the pay-as-you-go method is used exclusively. For the contracted

out, however, the state scheme's additional (earnings-related) to be funded; and it is, in fact, financed for the majority of 10m contracted employees. The present cost of the NI

scheme is thus the sum of the payments made currently from the NI fund, and the necessary contributions to the contracting out employers' pension funds in respect of the statutory pensions for which they accepted liability.

If some years ago Legal and General had used its powerful influence to persuade all employers to contract into the state pension scheme, and had succeeded in this, we should be in that happy state which. alas, now exists only in Mr. Silby's imagination. The NI scheme would be financed wholly on the PAYG basis and, as I explained (February 10), the national insurance general contribution rate in 1981-82 would mercifully be only 13.7 per cent instead of the 16.5 per cent to which the contracted out employers have raised it. Raymond Nottage, 36 Arkwright Road, NW3.

Learning the language From the Chairman, Language

Industrial Council for Educational and Training Technology Sir,-Michael Dixon's analysis

(February 14) of the excessive burdens placed upon UK-based English teaching institutions and the advantage given to overseas competitors, with the consequent dramatic fall in invisible export earnings for this country, is both accurate and disturbing. The demand for English

language teaching is not however limited to places in schools in Britain or the U.S. In the great majority of development and industrialisation projects overseas, English is the pre-ferred medium for "technology transfer," or in simpler terms. education and training of local staff, and carries with it everincreasing demand for consul-tancy and planning advice, equipment, materials and professional staff.
It is the view of the UK

providers of such services that

are to exploit successfully the potential export language, and not leave it to better organised competitors: close co-operation between the UK private sector in the form of trade associations, and public sector organisations in the field, particularly the British Over-seas Trade Board and the British Council, to ensure that opportunities arising from commercial and devolopment activi-ties are identified and followed up rapidly; accurate identifica tion of clients' needs, and matching these to appropriate resources and services, whether ready-made or specially designed; and correct contractual integration of educational, technical and commercial factors by prime contractors, bearing in mind that language training is an "enabling factor" with a long lead time. I would emphasise that the

sector of the industry dealing with English as a foreign language and English for specific purposes has grown substantially in stature over the past 10 years, and is physically capable of meeting and continuing to meet the need for expertise and resources, pro-vided the necessary co-ordination and de facto recognition is given to it by those concerned with exports, overseas contracts, and international trade.

None of this should suggest that British exporters can rely on the spread of English to obtain their orders. As a matter of prestige and prudence, customers often prefer to negotiate contracts in their own language. At the least, evidence of a genuine effort to learn the language of his host gains dis proportionate good will for the sales executive.

The case for British exporter to ensure that their sales staff are trained in the language of their clients has been well made by others, and reinforced by Michael Dixon. The sector of the education industry providing such training services is now capable of meeting their needs, with appropriate emphasis on the practical use of languages in particular product and commercial areas. John Webb.

eicester House, 8, Leicester Street, WC2.

Cartwheels and somersaults

From Mr. M. Greener Sir,—It was interesting to note

the somewhat odd choice of metaphor chosen by those who apparently sought to discredit Mrs. Thatcher over the manner in which the Government offered to bail out the National Welsh

accused "the lady" of not merely turning about but describing a cartwheel. Opposition spokesman referred to her as making not an U-turn but a somersault. I believe that I am correct in

stating that the execution of either a cartwheel or a somersaul not only requires no un-certain skill but has the useful effect of leaving the protagonist squarely facing in the same direction as before. Such an outcome must surely be the last Such an thing that the Prime Minister's critics could have desired. Michael Greener

9, Romilly Park,

Today's Events U.K. Lord Soames, Lord President of the Council, meets leaders of nine civil service

ing strength. Such a partnership

Secretary, presents British Association of Industrial Editors Mrs. Margaret Thatcher hosts Comunicator of the Year Award evening reception at Downing for 1981, Savoy Hotel, London. Two-day Westminster Chamber ployees from 36 of Britain's most of Commerce conference opens successful small and medium on Import Procedures, Mitre House, Regents Street, London, First meeting of Committee of

Inquiry to investigate allega-Church of England General tions of Continental caught fish Synod begins, London. Mr. Roy Jenkins gives Institute EEC Agriculture Ministers opens in Brussels to give preliminary of Fiscal Studies lecture on "British Economic Scene Reconsideration to the Commission's price proposals for 1981-21,

Aibermarie Street, London, W.1., Mr. James Prior, Employment Britain and Argentina renew ment on forestry policy.

talks in New York on future of Falkland Islands. Soviet Communist Party Con-

Kuwait National Assembly

Pope John Paul begins threeday visit to Japan. PARLIAMENTARY BUSINESS House of Commons, Second

elections.

reading of Energy Conservation Bill (Lords).
House of Lords: Debate on re-Science and Technology on scientific aspects of forestry.

Select Committees: Home Affairs, Subject: Administration of Prison Service. Wilnesses: Society of Civil and Public Servants, Home Office Prison Department_(Outstations) Branch 4.30 p.m. Room 8). Public Accounts: Subject. Advances to Commonwealth Development Corporation and Excess Votes. Witnesses: Sir Peter Preston, Permanent Secretary, Overseas Develop-ment Administration. (4.45 p.m.

OFFICIAL STATISTICS New vehicle registrations (January).

COMPANY MEETINGS See Week's Financial Diary on

Al Saudi Banque announces two new offices in London.

Two new London offices further extend the bank's services to existing clients as well as providing UK based companies with the expertise-contract, project and trade finance-needed to develop successful commercial relationships in Saudi Arabia and the rest of the Arab world.

For our overseas clients we provide investment and property management services as well as current and deposit accounts.

City: 52-60 Cannon Street, London EC4. Telephone: 01-236 6533. Telex: 8813438 ASB G. West End: 31 Berkeley Square, London W1. Telephone: 01-493 9396/2219.

Head Office: 49/51 Avenue George V-75008 Paris. Bahrain (O.B.U.): PO Box 5820, Manama, Bahrain.

Financial Times Monday February 25 Light

Trade Development Financial Services N.V.

U.S. \$40,000,000 Guaranteed Floating Rate Notes Due 1986

In accordance with the provisions of the Notes, notice is hereby given that for the six month Interest Period from 23rd February, 1981 to 24th August, 1981 the Notes will carry an Interest Rate of 171 % per annum. The relevant Interest Payment Date will be 24th August, 1981.

> Credit Suisse Riest Boston Limited Agent Bank

U.S. \$25,000,000

Floating Rate Notes Due 1984

Banco Latinoamericano de Exportaciones S.A.



In accordance with the provisions of the Notes, notice is hereby given that for the interest period from February 23, 1981 to August 24, 1981 the Notes will carry an interest rate of 1711% pe rannum. The interest payable on the relevant interest payment date, August 24, 1981, against Coupon No. 4 will be USS89.42.

Merrill Lynch International Bank Limited Agent Bank



Midland Bank Limited

U.S. \$50,000,000 Floating Rate Capital Notes 1983

For the six months 23rd February, 1981 to 24th August, 1981 the Notes will carry an interest rate of 1712 per cent per annum. Listed on The London Stock Exchange.

Principal Paying Agent: European-American Bank & Trust Company. .10 Hanover Square, New York, NY 10005, USA. Agent Bank: Morgan Guaranty Trust Company of New York, London

Bank of Treland

U.S.\$50,000,000

Floating Rate Capital Notes 1989

In accordance with the provisions of the Notes notice is

hereby given that for the three months interest period from 23rd February, 1981 to 26th May, 1981 the Notes will carry an Interest Rate of 1711 oper annum. The interest payable on the relevant interest payment date, 26th May, 1981 against Coupon No. 6 will be U.S. \$45.20.

By Morgan Guaranty Trust Company of New York, London Agent Bank

M. J. H. Nightingale & Co. Limited 27/28 Lovar Lane London EC3R 8EB Telephone 01-621 1212

3,700 Airs	LUUU S		Last	Chanca	Green	Yield	
3,700 Airsprung 64 + 1 6.7 10.5 5.8 1.075 Armutags and Rhodes 43 — 1.4 3.3 17.7 17.089 Bardon Hill 190 — 9.7 5.1 7.1 7.1 3.974 Frank Forsicis 95 — 5.5 5.8 4.7 7.512 Fredenck Parker 52 + 7 17.0 21.2 2.4 1.576 George Blair 74 — 3.1 4.2 2.4 1.576 George Blair 74 — 3.1 4.2 2.4 16.424 James Burrough 119 — 1 7.9 6.6 9.8 4 4.1 3.366 Robert Jenkins 330 — 31.3 9.5 2.540 Scruttons 54 + 1 5.3 9.8 3.9 2.457 Twinlock Ord 11 15.1 7.0 3.7 1.938 Twinlock 15% ULS 71 — 1 15.0 21.1 6.266 Unilock Holdings 5 — 41 + 2 3.0 7.3 6.091 W. S. Yeates 264	capitalisatn.	Company	Drice	on mark	D- (-1		
1,076 Armutage and Rhodes 43 — 1.4 3.3 17.7 11.50 Bardon Hill 190 — 9.7 5.1 7.1 7.30 Deborah Services 95 — 5.5 5.8 4.7 7.51.2 Frederick Parker 52 + 1 11.0 21.2 2.4 1.576 George Blair 74 — 3.1 4.2 2.4 1.576 George Blair 74 — 3.1 4.2 2.4 1.576 George Blair 74 — 3.1 4.2 2.4 1.576 George Blair 75 — 3.1 4.2 2.4 1.576 George Blair 75 — 3.1 4.2 2.4 1.576 George Blair 76 — 3.1 4.2 2.4 1.5 1.576 George Blair 77 — 3.1 5.9 6.8 9.3 3.366 Robert Jenkins 330 — 31.3 9.5 9.8 3.8 2.640 Scruttons 54 + 1 5.3 9.8 3.8 2.640 Scruttons 54 + 1 5.3 9.8 3.8 2.457 Twinlock Ord. 21.7 + 1 15.1 7.0 3.7 1.938 Twinlock 15% ULS 71 — 1 15.0 21.1 — 3.1 3.033 Walter Alexander 103 + 2 3.0 7.3 6.55 1.3 3.033 Walter Alexander 103 + 2 5.7 5.5 5.7	3 700		P(ICO	MERK	מים נפו		₽/€.
1,679 Amusigs and Rices 43		Anapituly		+ 1	6.7 -	10.5	5.8
7,308 Bardan Hill 180 9,7 5.1 7.1 7,307 Frank Rorsell 106 5 5.5 5.8 4.7 7,512 Frederick Parker 52 + 1 11.0 21.2 24 1,576 George Blair 74 3.1 4.2 24 2,675 Jackson Group 107 + 1 6.9 6.4 4.1 3,366 Robert Jenkins 330 31.3 9.5 2,540 Scruttons 54 + 1 5.3 9.8 3.8 2,540 Scruttons 54 + 1 5.3 9.8 3.8 2,540 Scruttons 74 15.1 7.0 3.7 1,838 Torday 217 + 1 15.1 7.0 3.7 1,838 Twinlock Ord 11 - 03. 1,838 Twinlock 15% ULS 71 1 15.0 21.1 3.7 1,838 Twinlock 15% ULS 71 1 15.0 21.1 3.3 3,033 Walter Alexander 103 + 2 5.7 5.5 5.7		Amutage and modes	43	_	14		
7,308 Deborah Services 95 — 5.5 5.8 4.7 3,974 Frank Horself 106 — 6.4 6.0 3.3 1,576 George Bläir 74 — 3.1 4.2 2,675 Jackson Group 107 + 1 6.9 6.4 4.1 3,366 Robert Jenkins 330 — 31.3 9.5 2,540 Scruttons 54 + 1 5.3 9.8 3.9 3,338 Torday 277 + 1 5.3 9.8 3.9 2,457 Twinlock Ord. 111 — 06. 1,938 Twinlock 15% ULS 71 — 1 15.0 21.1 6,256 Unilock Holdings 103 + 2 3.0 7.3 6.3 13,003 Walter Alexander 103 + 2 5.7 5.5 5.7 5.7		Bardon Hill	190				
3,874 Frank Bronselt 106 - 8.4 8.0 3.3 7.512 Frederick Parker 52 + 7 11.0 21.2 24 7.576 George Stärr 74 - 3.1 4.2 24 7.576 George Stärr 77 - 3.1 4.2 24 7.576 George Stärr 77 - 3.1 4.2 24 7.576 George Stärr 77 - 3.1 5.2 5.4 5.1 5.3 9.8 3.8 7.576 George Stärr 77 + 1 5.3 9.8 3.9 7.576 George Stärr 77 - 1 15.0 21.1 6.256 Unilock Holdings 103 + 2 3.0 7.3 8.3 13.0 7.3 8.3 13.0 Walter Alexander 103 + 2 3.0 7.3 6.691 W. S. Yeates 261	7.308	Deborah Services					.7.1
1.576 George Blair 74 — 3.1 4.2 2.4. 2.675 Jackson Group 107 + 1 6.9 6.4 4.1. 16.424 James Burrough 119 - 1 7.9 6.6 9.8. 2.540 Scruttons 330 — 31.3 9.5 — 3.386 Robert Jenkins 330 — 31.3 9.5 — 3.386 Torday 24.5 + 1 5.3 9.8 3.9 2.457 Twinlock Ord. 217 + 1 5.1 7.0 3.7 1.938 Twinlock 15% ULS 77 - 1 15.0 21.1 — 6.256 Unilock Holdings 1 41 + 2 3.0 7.3 6.38 13.033 Walter Alexander 103 + 2 5.7 5.5 5.7	2 974	Frank Bossell				5.8	4.73
1.576 George Blair 74 — 3.1 4.2 2.4. 2.675 Jackson Group 107 + 1 6.9 6.4 4.1. 16.424 James Burrough 119 - 1 7.9 6.6 9.8. 2.540 Scruttons 330 — 31.3 9.5 — 3.386 Robert Jenkins 330 — 31.3 9.5 — 3.386 Torday 24.5 + 1 5.3 9.8 3.9 2.457 Twinlock Ord. 217 + 1 5.1 7.0 3.7 1.938 Twinlock 15% ULS 77 - 1 15.0 21.1 — 6.256 Unilock Holdings 1 41 + 2 3.0 7.3 6.38 13.033 Walter Alexander 103 + 2 5.7 5.5 5.7		Eredenste Control		_	6.4	6.0	3.3
2.675 George Group 107 + 1 6.9 6.4 4.1 16.424 James Burrough 119 - 1 7.9 6.6 9.8 2.540 Scruttons 330 - 31.3 9.5 - 3.338 Torday 54 + 1 5.3 9.8 3.8 2.457 Twinlock Ord. 112 - 05 1.838 Twinlock 15% ULS 71 - 1 15.0 21.1 6.256 Unllock Holdings 103 + 2 5.7 5.5 5.7 6.091 W. S. Yeates 261		FREGERICK PARKET,	52	+ 1	11.0		2.0
2.675 Jackson Group 107 + 1 6.9 6.4 4.1 16.424 James Burrough 119 - 1 7.9 6.6 93 3.366 Robert Jenkins 330 - 31.3 9.5 2.640 Scruttons 54 + 1 5.3 9.8 3.8 7.07 1 1 15.1 7.0 3.7 1.938 Twinlock Ord. 11 - 07 1 15.1 7.0 3.7 1.938 Twinlock 15% ULS 71 - 1 15.0 21.1 - 3.0 21.1 3.033 Walter Alexander 103 + 2 3.0 7.3 6.091 W. S. Yeates 261		Georga Blair	74				
15.424 James Burrough 119 - 7.9 6.6 9.8 3.36 Robert Jenkins 330 - 31.3 9.5 9.8 3.9 5.4 1 5.3 9.8 3.9 3.9 3.9 3.9 3.9 3.9 3.9 3.9 3.9 3.9	2.675	Jackson Group	207				,
3,366 Robert Jenkins 330 - 31,3 9,5 9,8 3,8 2,640 Scruttons 54 + 1 5,3 9,8 3,8 7 orday 217 + 1 15,1 7,0 3,7 1,938 Twinlock Ord. 111- 05, 7 - 1 15,0 21,1 - 6,256 Unilock Holdings 1- 41 + 2 3,0 7,3 6,3 13,033 Walter Alexander 103 + 2 5,7 5,5 5,7 5,5 5,7	16.424	James Burrough		T :			9.1.
2,540 Scruttons 54 + 1 5.3 9.8 3.8 3.9 2.457 Twinlock Ord. 11 0.8 Twinlock 15% ULS 71 - 1 15.0 21.1 5.256 Unilock Holdings 1- 41 + 2 3.0 7.3 6.091 W. S. Yeates 261 103 + 2 5.7 5.5 5.7 5.5 5.7		Poher Indian		- 1		6.6	9.8
3,338 Torday 217 + 1 5.3 9.8 3.8 2.457 Twinlock Ord 111- 05. 7.0 3.7 1.938 Twinlock 15% U.S 77 - 1 15.0 21.1 13.033 Walter Alexander 103 + 2 3.0 7.3 6.3 6.091 W. S. Yeatas 261		COUNT DESIGNES		_	31.3	95	
3.38 forday 217 + 1 15.1 7.0 3.7 1.938 Twinlock Ord. 111 07.1 15.0 21.1 6.256 Unilock Holdings 41 + 2 3.0 7.3 6.91 W. S. Yeates 261 25.7 5.5 5.7 5.5 5.7 261 2		Scruttons	54	+ 1			
2.457 Twinlock Ord		l orday	217				
1.938 Twinlock 15% ULS 71 1 15.0 21.1 — 6.256 Unilock Holdings 41 + 2 3.0 7.3 6.3 13.03 Walter Alexander 103 + 2 5.7 5.5 5.7 6.91 W. S. Yeates 201	2.457	Twinlock Ord.			49.1	7.0	3.7
6.256 Unitock Holdings	1 938	Twinings 159 116			. — .	-	
13.033 Waiter Alexander 103 + 2 5.7 5.5 5.7 6.991 W. S. Yeates 204		United Caldina			15,0	21.1	
6,091 W. S. Yeates 103 + 2 5.7 5.5 5.7		Officer Apparel	41	+ 2	3.0		
(d, Us) FY, 5, TESTES 7C4		Waiter Alexander	103	45			0.3 ,
2 12.1 4.6 4.3	6,091	W. S. Yeates					
			-41	. – z	12.1	4.8 .	4.3

FINANCE FOR INDUSTRY TERM DEPOSITS. Deposits of £1,000-£50,000 accepted for fixed terms of 3-10 years.

Interest paid gross, half-yearly. Rates for deposits received not later than

Deposits to and further information from The Chief Cashier, Finance for Industry Limited, 91 Waterloo Rd., London SE1 8XP (01-928 7822, Ext. 367). Cheques payable to "Bank of England, a/c FFI" FFI is the holding company for ICFC and FCI.

INVEST IN 50,000 BETTER TOMORROWS!

50,000 people in the United Kingdom suffer from MULTIPLE SCLEROSIS—the cause and cure of with US BRING THEM RELIEF AND HOPE.

We used your donation to enable us to continue our work for the CARE and WELFARE OF MULTIPLE SCLEROSIS sufferers and to continue our commitment to find the cause and cure of MIRTIPLE SCLEROSIS through

Please help—Send a donation today to:



Room F.1. The Multiple Scierosis Society of G.B. and N.L. 286 Munster Road Fulham, London SW6 6BE

ONEWS ANALYSIS-FRANCIS BID FOR EVERED

Offer has very little chance of success

be forgiven for being confused. Tomorrow is the closing date for a 22p a share cash offer from Francis Industries which, though agreed by the board, has very little chance of success.

Both companies share a common chairman in Mr. Sandy Saunders. The bid is not generous, valuing the company at under £1.3m, but it initially had all the hallmarks of a small deal which would go through with barely a ripple.

The Evered board, Sandy Saunders apart—he has stood aside from negotiations — has grudgingly agreed because it is hardly in a position to mount much of a defence. The company is losing money although heavy rationalisation costs produced much of the slide in the company's net worth to £2.2m last year. Dividend prospects look bleak.

Morgan Grenfell, adviser to Evered, has tried to find other bidders but to no avail. Buyers there are for parts of the business, but the group is an

W. Dawson

(Holdings)

Dawson (Holdings), book pub-

lisher and supplier, tell from £354,000 to £106,000 in the year

to September 30, 1980. The net

figure was struck after excep-

tional debits amounting to £203,000 (£318,000) and tax, which has not been disclosed.

Turnover rose from £16.72m to

Stated earnings per 10p have fallen from 9.92p to 2.97p, and the dividend is cut from 2.3p to

0.75p. The company's shares are

The directors say subsidiaries

Surridge Dawson and Dawson-France SA have performed well.

The mainstream operations of

the parent company have had another difficult year, but have

Antiquarian bookselling and publishing have incurred sub-

The contribution of the com-

pany's UK operations should

become positive again, thus

restoring the underlying level of

BLAGDEN & NOAKES

Rheem International Inc., has

recently acquired a further 63,000 ordinary shares in Blagden and

group profitability, they say.

dealt in under Rule 163.

shown a positive result.

stantial losses

£18.08m.

Lake E

unique

The is

and t

strate

chari

The

Amr

There is a non-ferrous strip and tube company, a non-ferrous metals stockholder, a small locks business and a castors and wheels manufacturer. The latter if not the jewel is at least the brightest rhinestone of the crown.

Last October, Francis tried to pluck the castors business from Evered with a 13m offer that was

A 22p a share cash offer, though a long way from the book value of 35.6p, is still 6p higher than the market price ahead of the approach. It is an opportunistic bid, but pitched at a level that shareholders could not have expected to see in the market for some time if it had not been

Some Saudi businessmen, how ever, are not impressed. They have held a 12 per cent stake in Evered for a couple of years and quickly went into the market after Francis' announcement taking their holding up to 29.96 per cent at prices around 25p. A further 7.57 per cent has

current year, conditions in the new car market remained similar

to those experienced in the second half of last year. Mr.

Gordon Chandler, chairman of

Henlys, the motor dealer, says in

The group's major subsidiary,

made a poor start, but more recently there has been a small

recovery in its operations, and some limited signs of improve-

Good results from the leasing

division have been maintained in

Property sales, following branch closures, have been going

forward. Disposals in the year ended September 30, 1980.

realised £808,000 and in the

current year properties either sold or under contract will

realise an aggregate of £1.35m,

The following securities have

been added to the Share Infor-

Ceres Resources (Section: Oil

Penniue Resources (Oil and

FT Share

mation Service:-

and Gas)

Gas)

Information

ment in new and used

the opening months.

Cripps dealing in construction and agricultural equipment and Rolls-Royce diesel engines—

his annual review.

trading.

SHAREHOLDERS in Evered can amalgam of toosely knitted combee forgiven for being confused panies with little relationship. been snapped up by a Swiss company through a UK nominee.

Last, but not least, sits Astra Industrial which has increased its holding to 16; per cent at prices in excess of the Francis bid. Mr. Dennis Dukes, chairman of Astra, is keeping very quiet, but when he bought his original 10.6 per cent holding last September he displayed interest in Evered's property assets.

Is a rival bid on the way? Not from the Saudis anyway. They do not intend to make a counter offer, but want to become more active in Evered's affairs. Mr. Abdullah, talking on behalf of the Saudis, says that through their industrial interests in the Middle East they should be able to expand Evered's business in

the future. He talks of "firm plans" but will not disclose these while Evered is under threat from If Evered remains independent the Saudis would like board representation.

The following compenies have notified detes of board meetings to the Stock Exchange. Such meetings are usually held for the purpose of considering

TODAY

a further £550,000 being expected

for disposals nearing contract

improvements in Henlys' balance sheet and liquidity as remaining

properties are sold," Mr. Chandler states. In particular

they will facilitate the group's

determined approach to new

investment in areas which will

provide a more broadly based

business with enhanced long-term

company's ordinary and conver-

They say they have been

extraordinary meeting.

Kellock subdivision

approval of a subdivision of the proposed to subdivide the 40p

tible preference shares, at an and the 40p variable rate con-

"There

Setback for Henlys showing an improvement

Evered. The Francis bid pernaps concentrated their minds—the original stake having also been bought above the bid price-but if the manouevres are tactics to squeeze a higher bid out of

Francis, they have failed. On Thursday, Francis stated accepted as to 4.2 per cent and that it would not raise its offer Francis can count on parhaps and under the City rules that is binding for a 12 month period.

basic choice — to stay with enough to make it worth con-Evered or get out. To stay is tinning the battle. to take the view that Mr. M and G Recovery Fund sits Saunders will turn the company on 9.9 per cent and does not round. Much of the groundwork has already been done and his track record at Brooke Tool and track record at Brooke Tool and the market which leaves perhaps Francis is impressive enough to 20 per cent in the hands of think he can do the job.

The problem at Evered is The problem at Evered is If they accept Francis may purely a matter of volume. The well extend its offer but it has current six months is likely to remain tough, but the closing months of the year could see a return to the black. Also, of

Trust, English and Scottish Investors, Hoaver, Nottingham Manufacturing,

1.)

This policy includes both con-

tinuing diversification of the franchise base in motor distribu-

fields in leisure and distribution.

The borrowing position is

improving, says the chairman.
As reported on January 23, the group plunged from profits of

£4.31m to a loss of £387,000 for 1979-80, and the dividend was cut

to 6p (9.1p).
On a CCA basis, loss at the pre-tax stage, is increased to £2.65m.

ordinary shares into eight of 5n.

the same amount.

The EGM will be held imme-

BOARD MEETINGS

been snapped up by a Swiss com-pany through a UK nominee. their stake for a long time with Again the beneficial owner is out revealing any plans that sleeves and they have shown thought to have Saudi connec due to a sherp rise in tax needed cash. charges. The final dividend is halved at 0.75p (1.5p), making a

For those wanting to dispose

Tax rise

Panels

£10.15m (£6.98m).

£24,406 retained

(£343.456).

hits Abbey

Not profits at Abbey Panels

Investments thropped back in the year ending September 30, 1980,

total of 2.05p (2.8p).

The sheet metal company

lifted pre-tax profits to 2877,323

(£609,341), but after tax of £545,738 (£237,871), net profits

were down from £371,470 to

Earnings per 25p share were 16.58p (18.57p). Dividends cost

The meeting will be held on

Sharp fall

at Adams

and Gibbon

THE OUTLOOK remains uncer

tan at Adams and Gibbon, the

garage proprietor and motor dealer, following a sharp downturn for the year to November 30, 1980. Pre-tax profits slumped from £782,000 to £187,000 and the

final dividend is 2.5p (4p), making a total of 3.75p (5.75p). The Board says that though trading in 1981 shows little sign

of improvement, policies designed to reduce short-time borrowing have been introduced.

Vehicle franchises for Vauxhall-Bedford, Peugeot-Citroen and

Toyota are well established and

the Board has every confidence

that current difficulties can be

profitability are unlikely to be

Interest took £662,000 (£491,000) and there was a tax credit of £72,000 (£232,000 charge). Retained profit was

down to £186,000 (£441,000).

until the present

Banco bilbao
Banco Central ...
Banco Exterior ...
Banco Ind Cat ...
Banco Madrid
Banco Santander ...
Banco Urquifa ...
Banco Vizcaya ...
Banco Zarsgoza ...
Dracados

Dragados Espanola Zinc

Gal.Preciad Hidrola Iberduero Perroleos

.63 120

However, former levels

attained until recession is over.

Turnover rose to

(£28,014) leaving profits of £307,179

of their Evered holdings accepting the bid may not be the best way out. There is every chance that the Francis offer will lapse. The Evered directors have nd under the City rules that another 10 per cent from a binding for a 12 month period. Evered's founding family, but it Shareholders are faced with a is hard to see Francis winning

> seem in a hurry to accept, and Britannic has sold its holding in small shareholders.

made it plain that it is not keen to be stuck with a large minority interest in the unlikely event that it gets over 50 per cent.

Kunick

Kunick, the clothing manufac-turer, which reported a sudden drop into losses of £146,000 pretax, for the year to last May, asked for its shares to be suspended in the market. The suspension price was 8p; an announcement is to be made

In his statement last December, Mr. A. Chatalos, chairban, said that negotiations were in progress for insurance claims for consequential losses following last year's fire.

Scottish Utd. earns and pays more

Revenue available of Scottish United Investors came through ahead from £2.48m to £2.51m for 1980, and the dividend is stepped up to 2.3p net per 25p share. against 2.15p, with a final of seeking shareholders' to ameliorate this situation it is

At December 31, earnings are

shown as 2.26p (2.23p) per share and from net assets of £115.85m

suspended at 8p

Also proposed is a one-for-two

(£87.68m) the value per share is given as 104.5p (79.1p), an increase of 32.1 per ceut.

Rethink on structure of sick pay plans

THE GOVERNMENT'S decision this month to postone the implementation of its sick pay proposals was not unexpected given the strength of opposition by trade unions, poverty pressure groups and employers. More time is being given to consider the scheme's structure. Under the Government's original proposals, employers would take over responsibility for paying sickness benefits during the first eight weeks of an employee's illness. This benefit would be a flat weekly payment related to current social security sickness benefits -on current levels around £35 a week. There would be no extra payments for wife and children as with social security payments.

Reimbursed

Employers meanwhile would be reimbursed by having their National Insurance contribu-tions reduced by 0.6 per cent. It is on this last point that the Confederation of British Industry opposed the scheme. Under the present system, an employer pays the same rate of National Insurance contribution irrespective of his employees' sickness record. This pooling of risks is a universal insurance

precept.
With the new scheme, companies with poor sickness records would be paying out more in benefits than their NI reduction would offset, while those companies with light sickness experience would benefit from the change. The CBI did

Instead, it has proposed that employers should deduct the cost of paying sickness benefits from their monthly NI contributions—they would not, therefore, be paying any extra for the sickness of their employees. The Government can see all kinds of flaws in this proposal, but it is taking time to study it in depth, presumably to see if it can devise some method of compensation that will be acceptable to the CBL

The Government's proposals have drawn the attention of employers to the possibility of having to continue paying employees while they are ill The levels of social security benefits are inadequate and demand is likely to grow for employers to make up employees' earnings during sickness. Employers are looking for some form of insurance sickness scheme to cover the

Willis Faber report a growing interest in the trustee type of scheme which emerged a year

or two ago. Under these schemes a trust is established by the employer to pay sickness benefits, the cost of such benefits being insured with an insurance company. When an employee becomes III the insurance company pay the trustees the benefit and this is There are two reasons for this somewhat roundabout arrange-

Firstly, the employee is not on the payroll, so the company does not have to pay National Insurance contributions. These contributions are regarded by many as a payroll tax and employers are refuctant to pay such a tax for an employee who

is not working. Secondly, under current legislation the benefit paid is not taxable as earnings providing the employee is not earning £8,500 or more. The benefit levels can match the employee's net take-home pay without the need for the employer to allow for tax.
Consider a married

ployee earning £110. His net take-home pay after tax and National Insurance is around £75. The employer has only to pay £75 to the scheme for this employee and saves £12 in National Insurance contribu-tions for a net cost of £63.

Dilute benefits

The Government proposals will dilute the benefits of such schemes but not remove them altogether. The employer would have to pay NI contribu-tions up to the benefit level, since this would be treated as earnings with the employee still on the payroll. The employee would also have to pay NI contributions. But above this level the scheme could operate for the rest of the earnings. The Government feels that

under its proposals, companies could insure the cost of paying the legal sickness benefits. The scheme described above would not work, and as yet no insurance company has been pre-pared to offer a scheme on the market. The only feature of such a scheme would be to avoid heavy payments in times of widespread sickness.

In general, most employers are going to have to carry their own risk for the legal require ment and so should back the CBI proposals as being the only way to avoid heavy costs through Employee benefit consultants prolonged illness by employees.

Noakes (Holdings), thereby increasing its holding to 963,000 ordinary shares (9.04 per cent). aware for some time that it has diately after the annual meeting Wolverhampton Steam Laundry (Industrials) become increasingly difficult to on March 12. It takes guts to choose Of course you could just follow the crowd, copy others and stick to the traditional, average solutions provided by nology, but the rewards are great for those who dare accept the challenge. buted data processing. of the results of Norsk Data's philosophy, which So if you really want the best, and have the courage to choose it, talk to Norsk Data before gained.

the best computer

Next time you buy a computer you will have to make a difficult decision, and it will take courage to choose the

most suppliers. It takes a brave man to search further for the best solution and then have the courage to adopt it: the best solution provided by Norsk Data. It is a challenge to seek, understand and adopt the newest tech-

Norsk Data has always been an innovative company. Whatever others may claim, we were the first to have an interactive multi-user operating system on a mini; the first to put a high-performance 16-bit computer on a single card; the first to provide a full database management system to CODASYL standards on a mini-computer; and the first to put into practice the theories of distri-

ND computers, the SINTRAN operating system and the SIBAS database management system are just some

is to minimize the user's total data processing costs.

you choose your next computer. Nothing ventured, nothing

NORSK DATA LTD, NORD HOUSE, PELICAN LANE, NEWBURY, BERKSHIRE RG13 INU TELEPHONE NEWBURY (0635) 31465, TELEX 849819 The competitive European Computer Company

b

CREDITS

lent

N.V.

gez Dan 1880

Address Pani

A transfer and the property of

in his house

1-7-1

8.84

· 3.4

cricana

36 S. L

...

al Bank Limbe

Limited

rating Ree i

 $\chi = 1.5$

BY PETER MONTAGNON

Italy faces a \$2bn hurdle

ITALY seems likely to face some tough decisions this week remain extremely reluctant to on the fate of its \$2bn Eurocredit intended to finance re-construction of the areas ravaged by the earthquake in Naples region last

Resistance to the loan continues in the Euromarkets because of its large amount and fine terms despite a major marketing effort by the lead managers, Bankers Trust.

Last Tuesday Bankers Trust agreed to share out the \$1m special fee it expected to receive for arranging the loan among all banks willing to underwriting commitment of

But with only just over half the loan covered, many Euromarket bankers now say that margin of only 1/16 over prime Italy has little choice but to rate for part of its life. This educe the amount or raise the margin it is willing to pay.
Officials at Bankers Trust say the U.S. bank has made no such request to the Italian Treasury

INTERNATIONAL BONDS

difficult to sell in the retail market.

The margins, which comprise a split i-i points over U.S. prime rate or i-i over London inter-bank offered rate, simply do not appeal at the retail level, they argue. This means that lead managers would risk having to keep a large portion of their \$100m through Banco Nacional underwriting commitment on de Mexico.
their own books. Now confi

Italy's experience with this mandate for Brazil's Cia Vale credit is the strongest examples do Rio Doce which bears a so far of market resistance margin of 21 per cent over developing towards borrowers Libor or 2 per cent over prime who try to raise money on fur eight years. The 10 banks extremely fine terms.

It follows an attempt by are Arab Banking Corporation, Mexico's Nafinsa to raise \$300m Bank of Tokyo, Bankers Trust, through a credit that bore a Chase, Citibank, Dresdner. rate for part of its life. This attempt was rebuffed by the market even before a formal mandate was awarded. It now appears likely to be some time a number of credits in the pipe-before efforts to reinstate the line for Peru have been stalled a follow-up meeting with banks priced at a split rate of 1.

because they fear it would be means of a floating rate note. By contrast a mandate which emerge for a Mexican public sector borrower last week is understood to involve a fairly standard pricing of } per cent over Libor for eight

years. The borrower is the state-owned fertiliser concern. Fertimex, which is raising Now confirmed is the \$300m in the lead management group

Morgan Guaranty, National Bank of Canada and Royal Bank of Canada. Elsewhere in Latin America.

Chase, Citibank, Dresdner, Industrial Bank of Japan,

but other bankers say they operation on different terms ahead of a meeting early this after its exploratory discussions remain extremely reluctant to are started, and meanwhile week to discuss reorganising on financial credits in Vienna join the loan, principally Nafinsa is raising \$100m by part of the two-year old restruct last month. While such a meetturing package of Peru's foreign debt. Market conditions for Peru have improved significantly since the rescheduling was arranged and the meeting, to be chaired by Manufacturers Hanover in New York, will consider a request from Peru for some of the rescheduled finance

> favourable terms. to Eastern Europe will be watching closely for developafter the meeting ments between Poland and its Western creditor governments which opens today in Paris, News over the weekend that the Soviet Union has agreed to reschedule part of its credit to Poland is seen as a potentially significant development but it is thought unlikely to be followed by a definitive agreement at govern-

to be reorganised on more

ment level in Paris.

ing could hardly be conclusive without prior agreement by governments on export credits, many bankers are becoming increasingly anxious for more information on the latest developments in the Polish economy.

Some are also wondering how far the Polish debt problem will affect lending to other Eastern European countries this Bankers involved in lending year. That deals for other borrowers are still just about possible is evidenced by the selldown of roughly 20 per cent on the latest \$250m credit for East Germany's Deutsche Aussenhandelsbank managed by Credit Lyonnais.

In Asia, Taiwan has achieved a fine margin on its latest \$100m credit for Taipower. The 10-year deal carries a margin of 1 per cent throughout with 51 years grace. Led by CCF it marks a slight improvement on terms of Poland has still to schedule recent deals which have been

BY FRANCIS GHILES

Offer years U.S. DOLLARS i@Yarco Inti. Fin. NV 8.500 HEDC Canada Salomon Bros 1988/91 Salomon Bros., SBC 5.576 §Kotobukiya TFerrovie dello Stato S. G. Warburg 5.319 **D-MARKS** Dresdner Bank **‡IADB** FRENCH FRANCS 200 1986 143 SWISS FRANCS †Voralberg Kraftwerke *Standard Bnk Imp. 6.500 & Exp. Fin. 6.625 *Maruzen Co. (g'teed Swiss Volksban 6.625 Mitsui Bank) ‡**Fujita Centrale Rabobank SENA (g'teed EDF) 1991 100 6.500 (g'teed Agip SpA) 7.000 YEN tWorld Bank 6.758 Nomura Securities Nikko Securities 99.40

CURRENT INTERNATIONAL BOND ISSUES

U.S. BONDS

the newest Treasury long bond

climbed by more than five points

-the rate at which banks lend

reserves to each other over-

night-fell to 14.5 per cent on

Friday and for the week recor-

ded its lowest average since

first quarter.

November 14. Other short-term

ه کذامن الممل

BY IAN HARGREAVES

Short-term rates tumble

Currencies call the tune

ANY PROSPECTIVE buyer of straight bonds was concentrated Survivonds who had been look-on paper of up to three months ag for a market rally in the maturity and yielding around dollar sector after President or above 15 per cent. Reagan's speech last Wednesday nust have been disappointed. During the past-two days of the week fixed interest dollar bonds gained 1 of a point, with dealers reporting a low level of investor

The other two major sectors remained in the thrall of the currency markets. As the D-Mark and Swiss franc strengthened against the dollar after mid-week, seasoned foreign bonds denominated in these two currencies bounced back. The strengthening was most noticable in Switzerland, where prices gained 1 of a point in the last two trading days of the week.

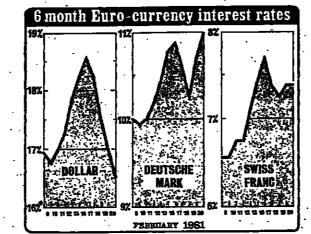
The volume of trading in Europonds ran at a rather low level all week and even the amount of swapping from Eurobonds into U.S. domestic and Treasury bonds tailed off as the yield differential in favour of

Most bankers and investors still have considerable doubts that President Reagan might have some difficulty in getting his package of economic measures through Congress.

Caution prevails all the more as analysts are now convinced that U.S. interest rates will remain high. This militates against further attempts by bond-houses to impose any new finely priced issues on the market during the next few weeks.

What happens when such a bond is floated was again illustrated last week when the 13; per cent bond to 1986 for Canada's Eldorado Nuclear surprised bankers who had been sector. They pointed out that an shed four points off its issue expecting an FRN for Pemex, increase in D-Mark interest rates price of 991 on its first day the Mexican state oil company, which should result from the of trading. It closed on Friday to be lauched first. The sevenat about the same level.

Only one convertible and two floating rate note issues at the note holders' option. were launched in the dollar Dealers said that interest in, sector last week. The FRN for market improved but dealers do Euro D-Mark rates already



year intial maturity on the Natinsa can be extended to 1991

Prices in the D-Mark foreign

the Mexican state bank, Nafinsa. not see a bright outlook for this Bundesbank's decision to suspend the Lombard rate would attract foreign funds into short-term deposits rather than longer dated bonds. Six-month

stand at a higher level, 11 per cent, than the yield offered on many seasoned D-Mark foreign bonds.

The two bonds launched last week, for the ECSC and the Inter American Development Bank, both offer 10 per cent coupons, an exceptionally high level for prime borrowers in this market.

Swiss franc foreign bonds had ing only the prime rate hooked a good week, despite the weakon a branch higher up the ness of the Swiss franc against waterfall, a point from which the dollar on Monday and it must be dislodged this week. Tuesday. The coupon level of 62 to 61 per cent reached in the past two weeks is attracting good investor demand and the 61 per cent bond to 1991 for Voralberg Kraftwerke was more than twice oversubscribed.

U.S. INTEREST RATES

Week to Week Feb. 20 Feb. 1 2 15 33 15 86 1 14.05 14.00 1 15.90 17.10 1 12.71 12.96 Feb. 13 15 86 14.00 Fed lunds wkly avge 1-month Treas bill 3-month CDs 17.10 Treas 30-year bond AAA util long-term AA Indust long-term 14 75 13.88

NEW ISSUE

ON THE face of it, last week First, the bond market last week easing of money growth pres-was one to cherish for the U.S. was for the most part an sures in the last six weeks and imaginary affair, where profesoredit markets. The price of to break par and then close at 101 8/32. The Fed funds rate and marked prices up as they

This week, no doubt, some corporations will be lured back. Pillsbury is on the list with \$50m of 10-year notes, but will probably not find itself short of company if rates hold at last rates also cascaded down, leav-Friday's levels. The market probably cannot sustain much action.

Then there is the question of Fed strategy. Mr. Paul Volcker, the Fed chairman, is It was also the week of President Reagan's declaration of to address Congress this week economic strategy. Radical spending cuts, along with tax on money supply targets and the market is eager to know cuts as the centrepiece, are, of which of the various Ms Mr. course, music to the market's Volcker is most interested in ears. The week's money supply since the rules of the game were figures were also fairly helpful changed on January 1. The MI-A down \$1.3bn, MI-B up result will be new targets for \$1bn), maintaining the comfort-M1-A and M1-B, with the narrow MI-A being scheduled for a able margin which the Fed has built up by most measures on sharp drop during the quarter keeping money supply growth and M1-B for a somewhat faster within acceptable targets in the rate of growth than previously expected.

But, there is always a but, for in this case several buts. fort can be drawn from the credit markets,

that is why the Fed funds rate sional traders transferred has also eased. Analysis are inventory between themselves worried, however, that with all economic statistics still pointing upwards (industrial production up 0.6 per cent in January, personal income by 0.9 per cent), pressures are certain to increase on money supply in the future. January, due on Wednesday, will

also paint a picture of continu-

ing double-figure inflation. As for Mr. Reagan, Wall Street is still unconvinced that his programme can make it through Congress and money market economists, almost to a man, have dismissed his budget deficit targets as unrealistic. Dr. Henry Kaufman of Salomon Brothers, the best known of these economists, does not ever mention the Reagan plans in his weekly newsletter today.

The Chase Manhattan money market team expects the Treasury on-and-off budget to borrow \$85bn this fiscal year, a level these economists describe as "horrendous" because they know full well what that means At least, however, some com- for demand pressure in the

FT INTERNATIONAL BOND SERVICE

	. F	Γ	IF	17	Ŀ	ΚN
		•. •	•	"."		
		· .		<u>.</u> .		
U.S. DOLLAR			 .	Charg		Wiala
STRAIGHTS	pened	BIO	Oller	day 1	T.U.	T 1610
Atroco 131, 88	75			+ው. ተውኔ		
CECA 114 88	100	88	807	O		48 22
CNE 12% 91	100 ·	212	941	+0%	+02	14.79
Cruicorp O/S Fin. 10 88 Cruicorp O/S Fin. 32 87	200	901	got	+04	-04	14.55
Con. Illinois O/S 93 86		82%		+0%		
Danmark 11% \$0	100			+0%		
Dupont Canada 132 91	65	95	96	+02	+07	14,30
FFC 11 95 /May\	75	80	801	+0.5	+0+	14.30
EEC 11 95 (August)	70	787	794.	+04	-1	14.54
EIB 139. 90	100	963	967,	+0%	Q '	14.40
Eksportfinana 92 87	75	82	824	. +05	+0%	13.82
Elec. de France 19 88	125	81ት	817	+0%	+0%	14,14
Elec, de France 13 88	125	9434	94%	-04	-1	14.29
Export Dv. Cpn. 124 87	100	934	937,	-04,	-0.	14.35
Export Dv. Con. 94 86	150	834	831	+04	. 0	14.40
Fin. Exp. Credit 10 85	50	874	87%	+04	-0.5	14.55
Finland, Rep. of 91, 86	100	82	827	+0%	+04	14.09
Ford Credit O/S 144, 83	150	974	3/7	+05	#1% #6%	10,00 10 77
Furd O/S Fin. 124 85	250	89		+02		
Goz de France 131-86.	90 100	97 ¹ 2		+03	_02.	14 93
CHAC OF EL 137 00	100	917	913	-0.	-01	14.91
GMAC D/S Fin. 12 87 GMAC O/S Fin. 127 88 Gen. Mtrs. O/S 114 87	100	88	887	+04	+0%	14.58
GTE Fin. 134 86 (WW)	50	967	99	104	+0.	14.10
Hudson's Bay 11'2 90	75	83%	843	+0%	-07	14.70
IBM Canada 10 85	.50	847		+0%		
IBM Wid. Trade 12'- 88	200	213	95%	+0%	0,- '	13.65
Newfoundland 131, 90	60	947	. 84%	+0%	+0-	14,56
Nova Scotta 10% 90	. 50 ·	803	· 807	+0,	+0.	14,64
OKB 10 85	50	874	874,	+07	+0%	13.98
Pernex 11% 88	100	84*	842	+0%	-04	16.12
Quebec Hydro 114 92	100	82		+04	-0.	14-12
-QuebHy. 13 91 (WW).	100	917	.879	_0r		14.04
Roylessa 114, 85	50° - 50° -	945	2717s	7.02	- وي	14,01
SVEN Handelabk, 134 88	- 50 . - 45	95%	257	40° 40°	ŏ.	14.78
Sweden 124 85	150	937		+04		
	50	334	94	+0%	+0%	14.84
Swed. Ex. Credit 12 83 Swed. Ex. Credit 13 86	75 .	95		+0%		
Unilever NV 9% 90	- 100	79	794	+0%	+0%	13.79
World Bank 94 85	200	87	87,	+04	+14 1	13.92
World Bank 10's 87	300	84%	847	+04	+0-	14.04
Average price charg)445 O	a day	+64	OU AN	oek +	σ
Distriction as a second				Chan		· .
DEUTSCHE MARK	leaved	Rid (Offer	day 1		field
STRAIGHTS Atian Dev. Bk. 84 90		.874		-0.	-0-	10.47
Australia S ¹ , 90	250	90		-05		
	150		891	-04	–Ω1,	9.97
Austria, Rep. of 8°s 92 BFCF 81, 95	100	188	87	-04	+11	9.55

						• .		
1	Distriction of a last		-		Chang		7.	
į	DEUTSCHE MARK		mt.2	Offer.			Vield	
1		lesued			-D.			
i	Asian Dev. Bk. 8% 90	100	.874					-
1	Australia 81, 90	250	90		-0.			
1	Austria, Rep. of 84, 92	150		894	-04	-11-6	72.2	٠.
1	BFCF 84 95	100	186		-04			
•	CECA 7% 92	150	187		0			
ł	CII-Honeywell By 90	125	-887	894	ተየኤ			
i	Denmark 8 92	100	188	89	9	-1	10.02	
1	EIB 81, 90	, 500	914	92	-01	. 0	9.87	
i	ESCOM 94 87	100	95%	-96	-05	-1	10,16	
i	Iberdnera SA 9 90	100	1913	971.	-14	z	10.35	
í	ind. Bk. Finland 54- 90	50	1891	903	-07	ō	10.20	
i	Japan Art Lines 81 87	100	91	912	-04	05.	9.93	
i	Joseph Dev. Bank 74 87	.100	877	885	-05	ŏ.	10.15	
i		100	874		-04			
	~Kobo City of 8 90		90%	011.	-65	-0-	396	
	"Aldkand Int. Fin. 81, 90		904	317	-07	_42	40 22	_
1	Norway 74 85	250			-04			
i	Nuclebros 84 88	100	188		-07	¥.	40.44	
i	OKB 84 92	150 :	187	86	+05	<u>.</u>	10.15	•
1	Oslo, City of 8% 90	80 :	95'2	30%	-0-	-04	9.45	
i	Venezuela, R. of 9% 90	150		937	-03	-1	10.85	
4	World Bank 8-90	700	86%		-74			
	World Bank 10 86	. 150	7017	1013	-04	+0%	9.60	
	World Rank 10-90-	200 -	700°2	1015	-07	+04	9.82	
1	Average price chang	105 Q	in day	-02	OR W	mek -	∙03•	
į		•					-	
1	SWISS FRANC				إجعاث			
Ġ	SWISS FRANC STRAIGHTS	teamed	Bid	Offer	day v	reek '	Yield	
d	Austro. Rep. of 5% 90	100	923	93	+04	-15	6.39	
	Bayer Int. Fig. 54 82	700	913	91%	+0%	–1 Č	6.29	
	Bergen. City of 6 90			983			6,25	
	Buhrm'n-Tetterode, 7 90	40		1031				
Ī	Copenhagen Tale, 5% 90	60	013.	911	TW.	-11	6.97	
	. LUCENGAGAN IAM 95 SI	ou.	317					

C AMING LINGS			74	4	ٔ باعسه	Vield
STRAIGHTS	Issued	B10	Ö Her	GET.	week) Marr
Austro, Rep. of 5% 90	100	927,	. 33	+04	-14	6.39
Rayer Int. Fig. 54 92	700	913	91%	+0%	-1	6.29
Bergen, City of 6 90	60	98%	- 983	-14	+15	6,25
Buhrm'n-Tetterode, 7 90	40	1103	1031	-04	+0%	6.51
Cananharian Tale 61 66	60	011	914,	400	-0-	6.97
Copenhagen Tale, 5% 90		193	94	0	+15-	
Denmark 54, 90	80			+05		8.55
-FID 4.8 3e	100	80%				
Elet. de France 54 90	100	·94,		-07		<u>6,03</u>
Eurofima 54, 92	60			+0~		5,57
F. G. H. Hype, Bk 6 90	50	194	95 .	- 2	+1%	6,81
Finland, Rep. of 54 90	. 80	914	92	±04	•	6.83
GZB 44, 89	100	824		-14		7.05
Int Amer. Dev. 7 90	80:	1029	402	_0.	+2-	
Whitely Day, 7 30 71				-03	-01	6.31
Japan Dev. Bank 51, 90	_100 -	. 957,	30.3	-43	-u-	
Julland Tale, 51, 90	50	91	31.4	-05	_75	6.85
Mt. Blanc Tunnel 5 90	- 60	93		- 0		6.48
Neweg 54 90	- 80	934	93%			6.70
Nippon Tel. & T. 43 89	100	875	874	+13	+1%	5.12.
Norges Komm. 41 91	DOC	23		-1	+11-	53.3
OKB 44 91	100	4837		+04		6.56
OKB 6 96	100		907	-0-	in.	8.22
Delo Can of 21 on		.983,	207		107	6,63
Oslo, City of 41 91	100	83		-6,5		
Oslo City of 57 90	- 80	95 .		-21,		6.57
Philips Lamps 51, 92	100	82%	92h	+0%		6.21
" SOLIBUI Pro. Hima. 6. 46	. 50	95%	954	0	+1%	6,62
' BRIKUKU EL Puer Al Ro	- 100	914		+0%	+04	5.99
113de Dev. Fin. 61. 90	60	931		-04		7.17
• Vocat-Alpine 51, 90	80	1011	94	+44	+0-	8.65
. Average price chan		1967		~~~	ul l	
A Comme desired		w gal	-04	(A) 801		.

YEN STRAIGHT Australia 5.5 & Australia 62 & E18 72 89 Finland 5.8 83 Finland 6.8 88 Finland, Rep. o Awaraga pri	\$ 25 27 27 28 27 29 29 29 29 29 29 29 29 29 29 29 29 29	1 Offer day 12 924 0 14 884 0 14 884 0 14 824 0 14 824 0 15 884 0	r venk - Cl - 12 0 - Cl 0 - Cl	Yield 8.98 8.88 8.83 9.20 9.21 9.17	
			_,	· .	

			•			ie ou	
		sued		Offer o	iay 1	Noek	Yiel
l	Bell Canada 194 86 CS	60	907				
ŀ.	CIRC 131-85 CS	50	197%	981 ₂ -			
٠.	CIBC 112 00 L3	60				0	
	Federal Dev 1112 90 CS	.60	†85 ·			-0%	
1	Fs1. Can. Inv. 10 84 CS	50	1887			-032	
	R. Bk Canada 10 86 CS	40		8114 -	₽Ď1ª	+67	12.4
١.	Tordom Cpn. 132 85 CS	30	1974	98 ² 1		-04	
İ	M. Bk. Domb. 9 91 EUA	25	8917	90%	0		10.5
	SOFTE 81 89 EUA	40		86%		- 134	
	U Br. Nrwv. 91, 90 EUA	13	97'2			-04	9.2
	Bk. Mecs & H. 10 R5 FI	75	99	991,	Ď	+0%	70.1
	F. G. Hypo 99 87 Ft .	60	937	937		+0%	11.
١.		100	95%				
	Nat. Inv. 81: 10 87 Fl	75	957	30	0	+1	10.5
	Net Neder 91, 87 FI	60	933		~02		10.3
	Ned. Midd. Bk. 10 85 Ft .	. 75	39 ¹	99% 96%	TW.	+04	10.
		150					
		400 150	383*	994 ·			
•				997			
		300 80	201	913		_m_	14 1
	Finland 11 84 FFr	150	ML.	92 ¹ ,	-02	-02	13 5
		125 ·	951	961	ň,	-07	15 6
		400	983	995	ň	-04	14 3
	Utd. Mex. Sts. 14 85 FFr	150	97%		-ů-	-01	74.5
		20		95%	ō.	ō.	15.5
	Acona 14 85 £ Beneficial 144 90 £	20		95 ·	ĻŎ.	+05	15.3
	Beneficial 141, 90 E	20		95 4			
	BNP 131- 91 E	15	957	96%	0	+0%	14.2
	CECA 131 88 E	20	967	974.	+04	+04	14.1
	Citicoro O/S 134- 90 E	50	954		102	-01 ^E	14.3
	Fin. for Ind. 141, 88 E	20	100%	101	0	+0%	14.3
	Fin. for Ind. 141, 82 E Fin. for Ind: 133, 87 E	20	981	997,	Û	+1	13.5
	קור Co. 174 איני Ren. Elec Co. 174 איני	50	94	94%	Ð	0	13.6
	Peupant SA 14 90 f	23		947			
	Rothschild 144 90 £	12		. 395			
	Svend. Ex Cr. 15% 85 £	20	1037	1044	+0-4	+04	13,5
	Bapobras 87, 90 KD	.7	1874	87%		0	10.4
	CCCE 85 91 KD	10	1827		0		11.0
	Sonatrach 8 90 KD	12		885, -			10.5
		500	90%	913	+04	-]!4	33.2
		500	33%	944	-04	-74	77.0
	EDIONNE IL S CI TENI	500 600	20.5	974 . 953 -	LAT	-1 -0	11.0
		500·	. 227	93	rue.		10,5
	Volvo 94.87 Luxfr	300	32	33 /-	-44	-03	11-3
	FLOATING RATE	•			-		
	NOTES Spr	ead E	ald Of	fer C.d	te C	enn	C.vii
	Allied Irish Bank 54 87	0 ¹	987 9	94 2/	7 1	65	16.7
	Bank of Montreal 54 90	0%	987 ₆ 9 994, 10	04 18/	6 1	94,	19.5
	Bank of Tokyo 54 89 #	or.	984 9	94, 25/	4 1	9.31	19.5
	RRI Int. 5 86		987. 9				

Eurofima 10 ² 87 LuxFr 500 E18 9 ³ 88 LuxFr 900 Volvo 9 ³ 87 LuxFr 500	967, 977, 0 -1 11.05 947, 957, +04, -03, 10,89
Eurofima 10°- 87 LuxFr 50°C EIB 9°A 88 LuxFr 50°C EIB 9°A 88 LuxFr 50°C EIB 9°A 88 LuxFr 50°C EIB 9°A 87 LuxFr 50°C EIB 9°A 87 EIB EIB EIB EIB EIB EIB EIB EIB EIB EIB	94° 95° +0° -0° 10.89 92 93 -0° -0° 11.38 Bld Offer C.dte C.can C.yld 98° 99° 2/7 16° 16.77 98° 100° 16° 19° 19° 18.29 98° 28° 28′ 18° 18° 18.19 98° 28° 28′ 18° 18.19 98° 28° 28′ 18° 18.19 98° 98° 28′ 18′ 18° 18.19 98° 98° 18′ 12° 12° 12° 18.69 98° 98° 18′ 12° 12° 12° 12° 12° 12° 12° 12° 12° 12°
Nippon Credit 54 87 \$0%	97 ¹ , 98 23/4 13.69 14.00 99 ¹ , 99 ³ , 6/5 17.44 17.55
Sparebankan 8 87 0%:	987, :99°, 1976 197, 20,05
Standard Chart. 54 90 04. Svenska Hodishk, 5 87 64.	981, 981, 6/3 12.05 17.18 991, 981, 15/7 17.81 17.90
Bq. Ex. d'Alg. 4% 89 SF 0% Average price changes.	914 914 18/6 - 74 9.21 On day +04 on week +04
Manight hines desprisable.	ON NOT IN THE WARE LAND

Nacional Fin. 64 86	- G		993.2			17.86
Nat: West. 54 B4	803	971	97, 1)[s	491_	77,00
Not. West. F. 92		971	98 2	2/4	17 ED	44 00
Nippor Credit 54 87		901	991 (9/C	49 48	EE
Sparebankan 6 87		987.	. 99°, 3	1/5 8/8	707.	17,55
Standard Chart, 54, 9	n ni	401	994 (
Standard Chart of a Syenaka Hodishk, 5	07:00	eqt.	250, 1	1/3 2/7	12.00	77.15
Bq. Ex. d'Alg. 4's 89	CE NS.					
Average price ch	35 64	317	915 to	5/0	,,,	, ×21
Maraha husa in	ign séame	OD up	y +0.	OU A	HORK -	104
CONVERTIBLE	Ċnv.	Cny.	٠.		Cho.	
CONVERTIBLE BONDS	date	price	Rid (Mar	day.	Prem
Bow Valley inv. 8 95	4/81	73.12	991,	m.		27.57
Canon 64 85			1005	ings.	17L	23.37 8,97
Cradit Suisse 4's 93	10/79	1778	101	103	+3	
Digicon Fin. 812 95			945	963	_m_	15.56
Enserch Fin. 94 94	7/20	30 35	157	E21		-2.81
Hanson O/S Fin. 94	95 1/81	1.92	1051.	WEL.	105	-281 -4,01
ina Oversona 5% 2000	4/81	42	60	JOHN T	TOT	-4,01 12,47
Inchespe Ltd. 8 95	2/81	15	. est.	092	TY	JE-91
Jaccs 72 85	11/80	4.30 565	4762	ACT.	Tue:	0.51 5.59
Merico int. Fin. 9 95	49/90	49 4 <u>K</u>	941_	30-2	T3	5.59 67,53
Martin Int. Fin. 3 30	44 /50	23.25 590	96.1	OE2	74	67,53
MATELIANTIA CI. /2 33	2/81	2 47	4043.	M4.1	704	7.60
MEPC 84 30	4741	2.01	Maria i	W.	702	8.56
Miligata Eng. 75, 96	**** 1/0	. 3∠/ 200				0,55
Nisaho-Iwai Co. 8 96	(Pr/Pr	- COA				-25
Ricoh 64 95	.i 0/05	204 (104	1143	1757	+03	1.87
Sumitomo M. Ind. 7	30 Z/01	J21	709 T	000	+0%	3,90
Swiss Bk. Con. 64 90) 7/m	200				11.10
Tevior Wondrow 84	80 1/61	4,59	30.4	234.5	+02	3.87
Transco Int. 82 95	4/91	- DO	91.3	727	-1-5	25.02
Tricorp 82 95	12704.	31.20	20	40.5	77-	10,94
Union Bk. Switz: 5 85	J ZJM-	121.0	-22	865	+12-	-12,78
Fujitau 5 84 DM	///2	151.0 Total	14/7	457	-34	-3.01
Sharp Con, 6- 88 DM	2/20 ·	100	1381, 1	334	477	7.51
Uny Co. 6- 85 DM	11/25	307.3	105 1			14.35
1						_:_
1						. '

EUROBOND TURNOVER	
(nominal value in \$m)	
Ецго-	

, , , , , , , , , , , , , , , , , , ,	Cedei	clear
U.S. 8 bonds Last week Previous week	1,343.9 1,358.5	3,586.3 3,048.3
Other bonds Last week Previous week	610.8 335.5	948.1 383.1

* No information availableprevious day's price. 7 Only one market maker supplied a price.

STRAIGHT BONDS: The yield is the yield to redemption of the mid-price; the amount issued is in millions of currency units except for Yen bonds where it is in billions. Change on week= Change over price a week earlier.

FLOATING RATE NOTES: Denominated in dollars unless otherwise indicated. Coupon shown is minimum. C.dte=Date next coupon becomes effective. Spread = Margin above six-month offered rate (three-month; above mean rate) for U.S. dollars. C.con = The current conpon. C.yld=The current yield.

CONVERTIBLE BONDS: De-nominated in dollars unless otherwise indicated. Chg. day = Change on day. Cnv. date=First date for conversion into shares. Cnv. price=Nominal amount of bond per share expressed in currency of share at conversion rate fixed at issue. Prem=Per-centage premium of the current effective price of acquiring shares via the bond over the most recent price of the shares.

The list shows the 200 latest international bonds for which an adequate secondary market exists. The prices over the past week were supplied by: Arab Company for Trading Securities SAK; Kredietbank NV; Credit Commercial de France; Credit Lyonnais; Commerzbank AG; Deutsche Bank AG; Westdeutsche Landesbank Girozentrale: Banque Generale du Luxembourg SA; Banque Internationale Luxem-bourg, Kredietbank Luxembourg, Algemene Bank Nederland NV; Pierson, Heldring and Pierson; Credit Suisse/Swiss Credit Bank; Union Bank of Switzerland; Akroyd and Smithers; Bankers Trust International; Credit Com-Trist International; Greut Com-mercial de France (Secs.) London; Citicorp International Bank; Daiwa Europe NV; Deltec Trading Company; EBC; First Chicago; Goldman Sachs Inter-national Corporation; Hambros Bank; IBJ International; Kidder Pophady International; Kidder Peabody International; Manufac turers Hanover; Metrill Lynch; Morgan Stanley International; Nikko Securities Company (Europe); Orion Bank; Salomon Brothers International; Samuel Montagn and Co.; Scandinavian Bank: Societe Generale Strauss Turnbull: Sumitomo Finance International: S. G. Warburg and

Closing prices on February 20

All of these securities have been sold. This ennouncement appears as a matter of record only.

February 3, 1981

U.S. \$50,000,000

FINANCE N.V.

(Incorporated with limited liability in the Netherlands Antilles)

13%% Notes due January 15, 1986 WITH WARRANTS TO PURCHASE U.S. \$50,000,000 1334% Notes due January 15,1988

Blyth Eastman Paine Webber

Bank of America International Banque Bruxelles Lambert S.A. Banque Internationale à Luxembourg S.A. Berliner Handels- und Frankfurter Bank

Commerzbank Salomon Brothers International

Orion Bank Société Générale

Westdeutsche Landesbank

International (Europe)

Andelsbanken A/S Dan Amsterdam-Rotterdam Bank N.V. Algemene Bank Nederland N.Y. A. E. Ames & Co. Bache Halsey Stuart Shields Arnhold and S. Bleichroeder, Inc. Banca Commerciale Italians Bank of Helsinki Ltd. Bank Cantrade Switzerland (C.L) a Nazionale del Lavoro Bankhaus Hermann Lampe

Bank Inlins Baer International	Bank Gutzwiller, B	lucz, Bungener (Overseas)	Bank Len Ini	ernational Lid., Nassau	Bank Mees & Hope NV
Banque Française du Commerce	Exlérieur	Banque Générale du l	Luxembourg S.	L. Banque	de l'Indochine et de Szez
Banque de Neuflize, Schlumber:	ger, Mallet	Banque de Paris et des Pa	195-Bas	Banque de Paris et de	s Pays-Bas (Suisse) S.A.
Banque Populaire Suisse S.A. L	uzembourg	Banque Rothschild	Ranque d	e l'Union Européenne	Banque Worms
Barclays International Group	Baring Brother	s & Co., Bayerische	Hypotheken-u		Bayerische Landesbank Giruzentrale
Bayerische Vereinsbank	Bergen Bank	. R.S.L. Unde		- Caisse Centrale	des Banques Populaires
: -	· Centrale Rabobank		lankstian	Chemical B	ank International Group
Christiania Bank og Kreditkass	e Citicorp Int	ernational Group	Compognie de)	Banque et d'Investisseme	ents (Underwriters) S.A.
Crédit Commercial de France	Crédit Industrie	el d'Alsace et de Lorraine	Crédit L	rdustriel et Commercial	Crédit Lyonnzis
Crédit du Nord Credit	anstali-Bankverena	Daiwa Europe N.		n Danske Bank	Den norske Gredithenk
Nentscha Gienzanirula	ng Re	nk Deutsche Genossenschi	_		sociés Ynternational S.A.

Effectenbank-Warburg Dillon, Read Overseas Corporation Drexel Burnham Lambert afiliche Zentralbank AG Gefina International First Chicago Kurumobilizre S.p.A. Girozentrale und Bank der Osterreichie Antony Gibbs Holdings Ltd. K. R. Hutton International Inc. HIII Samuel & Co. dache Landesbank Groupement dos Banquiers Privés Genevois

Kansallis-Osake-Pankki Jardine Fleming & Company Istituto Bancario San Paolo di Torino Istituto Bancario Raliano Kredielbank N.V. Kredielbank S.A. Luxembourgeoise Kidder, Perhody International Kisbenhavns Handelsbank Kieinwort, Ber LTCB International McLeod, Young, Weir International Kubu Losh Lehman Brothers Lloyds Bank International Lombard in S.p.A. Morgan Guaranty Ltd.

Morgan Grenfell & Co. Merrill Lynch International & Co. B. Metzler seel. Sohn & Co. The Nikko Securities Co., (Europe) Ltd. Nederlandsche Middenstandsbank N.V. Neshitt, Thomson Nederlandse Crediethank N.V. Sal. Oppenheim fr. & Cie. Nomica Europe N.V. Norddenische Landesbank Girozentrale Nordie Bank Peterbroock, Van Campenhout & Cie. Pierson, Heldring & Pierson N.V. Privathanken Rothschild Bank AG N.M. Rothschild & Sons

Scandinavian Bank J. Henry Schroder Wagg & Co. Shearson Loeb Rhoades International The Royal Bank of Canada (London) Smith Barney, Harris Upham & Co. Société Segu Strauss, Turnbull & Co. Union Bank of Switzerland (Securities)

Vereins und Westhank

J. Vontobel & Co.

Dean Witter Reynolds International, Inc Co.; Wood Gundy.

Verband Schweizerischer Kautonalbanke

THE ROYAL BANK OF CANADA

NOTICE OF PARTIAL REDEMPTION

TO THE HOLDERS OF 93% DEBENTURES DUE APRIL 1, 1988 OF

THE ROYAL BANK OF CANADA

supplemented) and to the Third Supplemental Trust Indenture bearing formal date of March 31, 1976 between The Royal Bank of Canada (herein referred to as the "Bank") and Montreal Trust Company (herein referred to as the "Trustee"), as Trustee.

providing inter alia for the creation and issue of 93% Debentures of the Bank, that C.\$3,000,000 aggregate principal amount of 93% Dependures due April 1, 1988 of the Bank in coupon bearer form in the denomination of C.\$1,000 each bearing the distinguishing

NOTICE IS HEREBY GIVEN, pursuant to the provisions of the Trust Indenture bearing formal date of April 15, 1971 (as

responsibilities.

Stephenson Clarke Industrial Fuels distributes coal and fuel to industry. Powell Duffryn International Fuels was established in 1979 to bring together Powell Duffryn's operations in the international coal trade.

Mr. J. M. S. Smithle, Mr. J. A. Beaumont, Mr. J. S. S. Sandys-Renton and Mr. M. R. T. Coulson are now trading in partnership as CAWOOD SMITHIE AND CO. with offices at Harrogate, Hartlepool and Stokesley.

Board of LONDON TRANSPORT INTERNATIONAL SERVICES has been reconsti-

Mr. R. A. Burgess and Mr. tuted under the chairmanship of S. G. Sharp have been appointed SIR PETER MASEFIELD, chair-to the Board of STEPHENSON man and chief executive of CLARKE INDUSTRIAL FUELS. London Transport. Mr. Arthur Mr. M. G. Newmarch becomes the Mr. T. I. Brassey and Mr. S. E. Knight continues as managing director with chief executive director and the other LTI board members are Dr. David Quarmby. Dr. Tony Ridley, Mr. William Maxwell (until March 31), Mr. John Cameron and Mr. Jan Phillips.

> Mr. Frank Palmer has been appointed engineering director tractual activities. He moves to of FAIREY FILTRATION, a the Isle of Wight from Berkshire of FAIREY FILTRATION. a member of the Fairey Holdings member of the Fairey Holdings where he has been group group. He was previously marketing director of C. F. engineering manager and has Taylor. been with Fairey since 1956.

a director and chairman of director of E.H. INDUSTRIES.
PRUDENTIAL PORTFOLIO based in London, which has been chairnen by Mr. R. E. Arius, and Agusta in anticipation of an Lord Carr of Hadley and Mr. agreement by the British and H. G. Clarke and Mr. F. B. Corby Italian Governments to launch have resigned as directors and a joint SeaKing/SH3D replace-

"E" and the under-mentioned distinguishing numbers, namely:

1981) at the option of the holder at any of the following paying agents:

interest to accrue after such date upon said Debentures shall become and be void.

Rank Organisation.

Mr. Martin Ryan has joined BRITISH HOVERCRAFT CORPORATION as commercial director, responsible for co-ordinating and controlling the company's commercial and con-

Mr. D. A. P. Saunders-Davis Mr. D. A. Reid has resigned as has been appointed executive MANAGERS and is succeeded as formed by Westland Helicopters

ment programme, Mr. Saunders-Davis was previously with the

Mr. Oliver Jayne has been appointed chairman of the Con-federation of British Industry's industrial relations and wages and conditions committee. He is also chairman of the CBI industrial relations sub-committee and a member of the CBI employment policy committee.

Mr. Colin Young, deputy underwriter of Lloyd's Marine Syndicate 749, has been appointed to the board of GRAYSTON, RUST AND SALT.

Mr. Michael Staton has been appointed managing director of VINE PRODUCTS from March 9 sional managing director of Showerings Vine Products and Whiteways on that date.

The week's business in **Parliament**

TODAY

Commons-Energy Conservation Bill, second reading.

Lords-Debate on report of Select Committee on Science and Technology on scientific aspects of forestry. Debate on Government's statement on forestry policy.

Select Committees - Home Affairs, Subject: Administration of Prison Service. Witnesses: Society of Civil and Public Servants. Home Office Prison Department (Outstations) Branch. to succeed Mr. Derek Stuart 430 pm. Room 8. Public Todd, who is to become divi- Accounts. Subject: Advances to Commonwealth Development Corporation and Excess Votes. Witnesses: Sir Peter Preston. Permanent Secretary, Overseas Development Administration. 445 m. Room 16.

TOMORROW

Commons - Social Security second reading EEC medical dental and nursing linguistic Order.

Lords-Iron and Steel (Borrowing Powers) Bill, second reading and committee. Matrimonial Homes (Family Protec-tion) Bill, second reading. Various Orders. Shipbuilding Redundancy Payments Scheme Orders. 'Pet Animals Act 1951 (Amendment) Bill. Short debate on problems of Hong Kong.

Select Committees-Employment. Subject: Homeworking. Witnesses: Department of Employment, 4 pm. Room 6, Procedure (Supply). Subject: Supply procedure. Witnesses: Supply procedure. Treasury officials. 4.15 pm. Room 15. Transport. Subject: Transportation in London. Witnesses: GLC. 4.15 pm. Room 17.

WEDNESDAY

Commons-Gas Levy Bill. remaining stages. Opposed pri-

Lords-Short debate on need to strengthen air defence of UK. Short dehate on Trident missile system. Marriage Enabling Bill, second reading.

Select Committees-Education. Subject: Secondary school curriculum and exams. Witness: Miss S. Browne, senior chief inspector. 10.30 am Room 8. Welsh. Subject: Welsh broadresting. Witnesses: Welsh Fourth Channel Authority. 10.30 am and 4 pm. Room 6. Transport. Subject: Lorries and the environment. Witnesses: Sir Arthur Armitage. Sir Henry Chilver, Prof. P. Lawther and Miss Audrey Lees. 10.45 am. Room 16. Public Accounts. Subject: Assessment of Bilateral Aid. Witness: Sir Peter Preston, Permanent Secretary, Overseas Development Administration, 40m. Room 16. Transport. Subject: Transportation in London. Witnesses: London Soroughs Assocation. 4.15 Room 17. Employment. Subject: Department of Employ-ment Group. Witnesses: Mr. C. Elliott, Mr. S. Mendham. ASTMS. Assoriation of Profes-Mr. S. Mendham. sional, Executive Clerical and Computer Staff, TGWU, Train-ing Services Division of Manover Commission. 4,30 pm Rrom &

THURSDAY

Commons-Debate on Oppo sition motion on crisis in tertile, clothing and footwear. Debate Opposition motion on deteriorating economic and employment situation in South and South-West.

Lords-fron and Steel Bor rowing Powers Bill, third reading. Deep Sea Mining (Temreading. Redundancy Fund Bill, second reading and committee. Companies Bill (HL) second reading. Short debate on review of energy prices charged to industry.

Committees. Home Subject: Racial Dis-Select advantage. Witness: Mr Timothy Raison Minister of State at Home Office, 4.30 pm.

FRIDAY Commons. Private Members'

Gripperrogs Lancon Shop Prop. Tst. Plessey Tor Inv. Tst.

WEEK'S FINANCIAL DIARY

shown below are based mainly on last year's timetable.

COMPANY MRETING— BIT IA. G.), 1306, Gallowgate, Glasgow

Burg Dean, Great Eastern Hotel, Liver-pool Street, Sc. 12.00 Counte Grap, FAAI, Montgomery Street, Birmingham, 71.00 McMallen and Soza, 26, Old Cross, Hert-tord, 12.30

11.00 SOARD MERTINGS

aynes (Charles).

Temple Sar law, 7ss.

Temple Sar law, 7ss.

Totalerisa:

Inv. Tel. of Geernsey

DIVIDEND & INTEREST PAYMENTS—
Austraise and N. Zealand Sis. Gep. Ord.
and New Ord. 5.8355p

Sit. of Ireland Fits.RateCap.Nis. 1989

St. of Ireland Fits.RateCap.Nis. 1989

Scrittwick Thomas 0.01p

Scrittwick Thomas 0.01p

Scrittwick Standing 2.2p

Formal Sameling 2.2p

Formal Sameling 2.2p

Formal Tel. Services 1983 5 1 ppc

Radburn Inv. Ty. A.350

Trade Dev. Fig. Services N.-vtg. Gtd.Fits.
Nis. doe 1988 USS 61.68 DIVIDEND & INTEREST PAYMENTS-Bit of Montreel Acts. Do. Letty. pd.: pro-rate to amount paid up Covile 11.3 2.20 Dance for United Structure Process of the Covile 12.20 Dance for Tipe Elec. Restals Grp. 1.16679
Faindale Textiles Ord. and A 0.39
French (Thomas Ap M and G Grs. 109
Testoro Petroleum F.Scis. Vects Stone Grp. 1.29

COMPANY MEETINGSussed. Paper Inda., Great Eastern Hotel. Bishopsgate. EC. 12.30 Irange Tst., 70. Finsbury Pavement. Sc.

ford, 12.30
BOARD METINGS—
Finals:
Anglo-intal, inv. Tst.
Aguit Secs.
Commit. Union Assurance
Netl. Westminster Bk.
Vantona:
Interior
Medinicater
DIVIDIANO & INTEREST PAYMENTS—
Berec Gra. En. 3oc.
London inv. 782. 0.35p
Boyal 88. of Canada 72cts.
UOS Grp. 2.8p. Interins:
ilman (R. and J.)
ilmea (R. and J.)
ilme Eng. Inds.
DIVFDEND & INTEREST PAYMENTS—
Red Learner Ings. SpcPt. 1.759c
indown inv. Tst. Db. 2 toc
America Cpn. 36cts.
piken? Inv. Tst. 0.59
rgen St. AS Fitg.RateCap.NSs. 1989
755 45.97 WEDNESDAY, FEBRUARY 25
CONFANY MEETINGS—
BOC Intail. Lyric Theatre Hemmersolth,
King Street. W. 230
M and G Grp., Three Quays, Tower Hill,
BC, 2.45
Nash C. F. Secs., Chamber of Commerce. 75. Harborne Road, Birmingham.
12.00 BOARD MEETINGS... F, and J. H.) Vivella

FinansBenistords
Braime (T. F. and
Carrington Vivella
Intini. My. Tst.
Cilives Paper Mill
Western Selection
Williamson Tea mail and Gen. 1st. Ord. and A 18.39 ers 350 n. Hoss. 3.31p Hidgs. 1.475p an Gen. 7st. Db. 21abc Bros. Clothing StpcPt. 1.925pc 1.john) LR. 41pc fm. 1st. 3.55p (Jamest Geast Db. 31apc Grp. 1.25p 5 Tool 28cts. 8 Grp. 4.2pc standards 2.5p 1.7pc Fubber Plantations 2.5p n. and 5t. Camerace inv. SpcPt. interime. BPM Critini, Sk. of Australia Criticis Malaysian Ests. Cmini, Bt. or Augustus.
Harrisons Malaysian Bats.
Whorrust
DIVIDEND & INTEREST PAYMENTS—
Baker Intini. Con. 10cts.
Dunbar Grp. (USM) 3.1b
Eaton Con. 43cts.
Excheouse 114pc 1986 £3.6083. Do.
12 upc 1992 \$1spc
Met. Water Bd. Chelsea WW 24spcDb.
1987 14pc. Chelsea WW 24spcDb.
1987 14pc.
Naph (J. F.) Secs. 3.3p
Ranks Hovis McDougail Lns. 41pc.
Sommerville (W.) 0.55p y and Mather Intri. Inc. 35cts. ma (Rep. off Fits,RateSerialNts. 1990 635,65 of Type Authy, Mortgages 5 apc to 1981.87 THURSDAY, FEBRUARY 26 COMPANY MEETINGS— rovingham Pallet, Chamber of Com-merce, 75. Harborne Road, Birmlogham. Rentals Ln. Tupe Plate and Gen. lay. Tst. SpcPf.

Birmingham Pallet. Chamber of Com-merce. 75. Harborne Road. Birmingham. 12.00
Danks Gowerton. Station Hotel. Station Hill, Dudley. West Midlands. 12.00 Spencer Clark Metal. Greesbrough Street. Rotherham. 12.00
Yectis Stone. Buyle Hotel. Newport. Isle of Wight. 12.00
BOARD MEETINGS— Finals: 3.5pc Smith (David S.) 2.5pc Smith (David S.) 2.5pc Striber Parke Bernet 91apcPt. 4.75pc Svr-rds Eng. 0.225pc Temple Bar Inv. Tat. Db. 21apc Tolloate 10cts.

The following is a record of the principal business and financial engagements during the week. The Board meetings are mainly for the purpose of considering dividends and official indications are not always available whether dividends concerned are interims or finals. The sub-divisions shown below are based mainly on last years concerned are interims or finals.

a shitthing a street and itsulary as a root

SATURDAY, FERRUARY 28
DIVIDEND & INTEREST PAYMENTS—
AIR MORT. Cpn. 4:pcDb. 1977-82 2-upc
Almest London Proto. Ch. 5-ipc
Automated Sec. 8pcPt. 4pc
Berty Tst. Le. 2-ipc
Berty Tst. Db. 3-ipc
Berty Tst. Db. 3-ipc
Berty Tst. Db. 3-ipc
Berty Tst. 1pc
Combd. 5-ophin Stores Grs. Lh. 4-ipc
Combd. 5-ophin Stores Grs. Lh. 4-ipc
Combd. 5-ophin Stores Grs. Lh. 4-ipc
Docty Tst. Inc. 11-645p
Docty Tst. Inc. 11-645p
Docty Tst. Inc. 11-645p
Docty Tst. Inc. 11-645p
Docty Tst. Inc. 11-665
Eralbur Jewellery 11-BpcPf. 5-7-5pc
Eri Ln. 4-ipc
Gen. and Commil. inv. Tst. 5-ipcPf.
1-92-5pc
Gen. and Commil. inv. Tst. 5-ipcPf.
Conseptermans Stores Pf. 3ec. Oc. Pfs. 2-ipc
Conseptermans Stores Pf. 3ec. Oc. Pfs. 2-ipc
Conseptermans Stores Pf. 3ec. Oc. Pfs. 2-ipc
Conseptermans Stores Pf. 3ec. Oc. Pfs. 2-ipc
Conseptermans Stores Pf. 3ec. Oc. Pfs. 2-ipc
Conseptermans Stores Pf. 3ec. Oc. Pfs. 2-ipc
Conseptermans Stores Pf. 3ec. Oc. Pfs. 2-ipc
Conseptermans Stores Pf. 3ec. Oc. Pfs. 2-ipc
Conseptermans Stores Pf. 3ec. Oc. Pfs. 2-ipc
Conseptermans Stores Pf. 3ec. Oc. Pfs. 2-ipc
Conseptermans Stores Pf. 3ec. Oc. Pfs. 2-ipc
Conseptermans Stores Pf. 3ec. Oc. Pfs. 2-ipc
Conseptermans Stores Pf. 3ec. Oc. Pfs. 2-ipc
Conseptermans Stores Pf. 3ec. Oc. Pfs. 2-ipc
Conseptermans Stores Pf. 3ec. Oc. Pfs. 2-ipc
Conseptermans Stores Pf. 3ec. Oc. Pfs. 2-ipc
Conseptermans Stores Pf. 3ec. Oc. Pfs. 2-ipc
Conseptermans Stores Pf. 3ec. Oc. Pfs. 2-ipc
Conseptermans Stores Pf. 3ec. Oc. Pfs. 2-ipc
Conseptermans Stores Pf. 3ec. Oc. Pfs. 2-ipc
Conseptermans Stores Pf. 3ec. Oc. Pfs. 2-ipc
Conseptermans Stores Pf. 3ec. Oc. Pfs. 2-ipc
Conseptermans Stores Pf. 3ec. Oc. Pfs. 2-ipc
Conseptermans Stores Pf. 3ec. Oc. Pfs. 2-ipc
Conseptermans Stores Pf. 3ec. Oc. Pfs. 2-ipc
Conseptermans Stores Pf. 3ec. Oc. Pfs. 2-ipc

May and Hassell Specification of the May and Hassell Specification of the May and Hassell Specification of the May and Hassell Specification of the May and Hassell Specification of the May and Hassell Specification of the May and Robertson of the May and Another Specification of the May and Another of the May

SUNDAY, FEBRUARY 20

SUNDAY, FEBRUARY 29

DIVIDEND & ANTEREST PAYMENTS—
Bowater Com. Db. 1 and
Brand Leville Spot. 1 and
Bristol 13-bec Religion of the Common St. 1 and
Bristol 13-bec Religion of the Common St. 1 and
Bristol 13-bec Religion of the Common St. 1 and
Bristol 13-bec Religion of the Common St. 1 and
Bristol 13-bec Religion of the Common St. 1 and
Clarke Nicolis and Coombs in. 4 and
David Common St. 2 and 1 and
Land Sons Breweries Dh. 2 and
Land Sons Breweries Dh. 2 and
Land Sons Breweries Dh. 2 and
Land Sons Breweries Dh. 4 and
Electric and Gen. Inv. Db. 4 and
Electric and Gen. Inv. Db. 4 and
Electric and Gen. Inv. Db. 4 and
Electric and Gen. Inv. Db. 4 and
Greek Soci.n. 1914 Assect Accept. Ct. 1
2 and Soci.n. 1914 Assect Accept. Ct. 1
2 and Soci.n. 1914 Assect Accept. Ct. 1
2 and Soci.n. 1914 Assect Accept. Ct. 1
2 and Soci.n. 1914 Assect Accept. Ct. 1
2 and Soci.n. 1914 Assect Accept. Ct. 1
2 and Soci.n. 1914 Assect Accept. Ct. 1
2 and Soci.n. 1914 Assect Accept. Ct. 1
2 and Soci.n. 1914 Assect Accept. Ct. 1
2 and Soci.n. 1914 Assect Accept. Ct. 1
2 and Soci.n. 1914 Assect Accept. Ct. 1
2 and Soci.n. 1914 Assect Accept. Ct. 1
2 and Soci.n. 1914 Assect Accept. Ct. 1
2 and Soci.n. 1914 Assect Accept. Ct. 1
2 and Soci.n. 1914 Assect Accept. Ct. 1
2 and Soci.n. 1914 Assect Accept. Ct. 1
2 and Soci.n. 1914 Assect Accept. Ct. 1
2 and Soci.n. 1914 Assect Accept. Ct. 1
2 and Soci.n. 1915 Assect Accept. Ct. 1
2 and Soci.n. 1915 Assect Accept. Ct. 1
2 and Soci.n. 1915 Assect Accept. Ct. 1
2 and Soci.n. 1915 Assect Accept. Ct. 1
2 and Soci.n. 1915 Assect Accept. Ct. 1
2 and Soci.n. 1915 Assect Accept. Ct. 1
2 and Soci.n. 1915 Assect Accept. Ct. 1
2 and Soci.n. 1915 Assect Accept. Ct. 1
2 and Soci.n. 1915 Assect Accept. Ct. 1
2 and Soci.n. 1915 Assect Accept. Ct. 1
2 and Soci.n. 1915 Assect Accept. Ct. 1
2 and Soci.n. 1915 Assect Accept. Ct. 1
2 and Soci.n. 1915 Assect Accept. Ct. 1
2 and Soci.n. 1915 Assect Accept. Ct. 1
2 and Soci.n. 1915 Assect Accept. 1915 Assect Accept. 1915 Assect Accept. 1915 Assect Accept. 1915 Assect Acc

Tesas Eastern Con. 80c5 Treasury In. 131:pc 1994 71:pc 81:pc 1997 41:pc 1997 41:pc 1997 41:pc 1997 41:pc Whithered Sincolos 24 31:pc Whites (Temorry) Ln. 31:pc Willan Inv. Db. 40c

Investing in stamps: Take advantage of 125 years' experience.

125 years' experience has tended to give Stanley Gibbons a rather oldfashioned sense of responsibility towards investors.

we manage your portfolio as carefully as if it were our own. Our history is of consistent, proven advice.

Wild claims have been made about stamp investment Not by Stanley Gibbons. You can rely on our very proper caution and sound advice - based on more experience and expertise than anyone else can offer.

The right stamps, with the future in mind. Because it makes sense only to invest in the very finest material, that is all we will recommend to our investors.

The care with which we select for your portfolio may be measured by the fact that we will only sell for investment those items which we expect to want to buy back in due course. (We continue to recommend a 5-year unnman period for philatela moestment.i Our service: management.

We don't sell and lorget. We manage your portfolio, regularly reviewing and revaluing it and advising you whenever we see good opportunities. We have the worlds largest philatelic network, so more opportunities come our way.

True values maintained. If we think the time is right, we may ask to buy back an item which one of our collector clients specially wants. We never trade from incestor to incestor. In this way, we make



sure that prices reflect true, not artificially created, values. Both our investors and our collectors are protected.

Present market conditions have temporarily dictated artificially lower prices on fine early material, giving the earnest collector and/or investor unprecedented apportunities.

Your first move is to send for your free brochure. Fine Stamps for Investment, and discover more about the services which Stanley Gibbons offers.

Post the coupon today.



To: The Rare Stamp Director, Stanley Gibbons Ltd. 391 Strand, London WC2R OLX.

Tel: 01-836 8444. Please send me my free copy of

Fine Stamps for Investment.

Tel No. day):

INDUSTRIAS QUIMICAS PROGOLOR, S.A.,

URALITA

HAS ACQUIRED A MAJORITY INTEREST IN

INDUSTRIAL BRUGUER. S.A.

THUS BECOMING THE LEADING PAINTS AND VARNISHES MANUFACTURERS IN SPAIN, REACHING A YEARLY CONSOLIDATED PRODUCTION OF 37 MILLION KILOGRAMMES

BANGO DE PROGRESO HAS ACTED AS FINANCIAL ADVISER I.Q. PROGOLOR

IN THIS TRANSACTION

Banco de Progreso

MERCHANT BANKERS **NUNEZ DE BALBOA, 108** MADRID

London EC2R 7JY; The Royal Bank of Canada (France), 3 rue Scribe, 75009, Paris; BN Bank Burgardt & Nottebohm Bank AG. Liesegangstrasse 20. D 4000 Dusseldorf; Chase Manhattan Bank Luxembourg S.A., 47 Boulevard Royal, Luxembourg; Credit Suisse, Paradeplatz 8. CH 8001 Zurich; Swiss Bank Corporation, Aeschenvorstadt 1, CH 4002 Basie; Union Bank of Switzerland, Bahnholstrasse 45, CH 8021 Zurich: Westdeutsche Landesbank Girozentrale, 56 Friedrichstrasse, D 4000 Düsseldorf.

have been selected by lot by the Trustee for redemption on April 1, 1981, for sinking fund purposes only. All such Debentures so selected will be redeemed on April 1, 1981 in lawful money of Canada at the principal amount thereof upon presentation

and surrender of the said Debentures (accompanied by the interest coupons appertaining thereto which mature after April 1.

Orion Bank Limited, 1 London Wall, London EC2Y 5JX (Principal Paying Agent): The Royal Bank of Canada, The Royal Bank of Canada Building, 1 Place Ville Marie, Montreal H3C 385: The Royal Bank of Canada (London) Limited, 6 Lothbury,

The coupon maturing on April 1, 1981 should be detached from the Debentures before presentation and should be presented by the holder in the usual way. NOTICE IS ALSO HEREBY GIVEN pursuant to the terms of the said Trust Indentures, that all interest on the 91% Debentures so called for redemption shall cease to be payable from and after the said 1st day of April, 1981 and coupons for

DATED AT MONTREAL this 23rd day of February, 1981 THE ROYAL BANK OF CANADA, BY MONTREAL TRUST COMPANY, TRUSTEE

ا ه کامن العبل

strate the er vatio chara coun Erie situ: Am€ doc

ake E inique opmen

The la

and th

CMG names Names at Lloyds of London

OFFERED. BY CMG (City of is the data that is held in store London) is a real time inter- and provided by the new CMG active package to run on an system TRM System 34 computer that will provide Names Agents and Managing Agents at Lloyds with instant up-to-date information on Names and Syndicates. "Names" are At Lloyds. individuals in a position to hear risk financially in in-surance while "Names Agents" raffairs of such individuals and place them on syndicates. Managing Agents sponsible for appointing the setive syndicate underwriter and managing the affairs of the.

Each of these agents needs up-to-date information about and Syndicates with which he is connected and this 01-481 3881.

Called NAMIS (names agents and management information system), it is the result of some 18 months of studies and discussion with presentations to many of the 270 Agents at

NAMIS will assist the Agents to monitor Names and Syndicate business and dramatically reduce the task of correlating Names data.

In addition to containing personal financial data on each Name, the system will record details such as the Name's definition X-ray images. interest in each syndicate, in-formation on his syndicate's underwriting figures and results for the past 11 years, and his historical limits. CMG is on

Trains run on rubber

A ROLLING rubber suspension bush designed to improve the riding and stability of railway bogies has been developed by Stlenthloc in collaboration with British Rail engineers.

Modern high-speed trains require suspensions which allow the wheel sets to move with the optimum degree of flexi-bility both vertically and horizontally. The rolling rubber bushes, fitted isside the vertical coil springs, are claimed to pro-vide horizontal resilience between the axle box and bogie frame while the steel springs both support the vehicle and provide vertical stability.

The horizontal flexibility provided by the rolling bushes between Moorgate, St. Pancras cases the bogie through the curves, enabling it to run at first.

speeds well over 100 mph without "hunting" (lateral instability), while the limited vertical movement helps the vehicle to enter curves without derailing.

British Ran coaches fitted with the successfully completed initial trials at up to 125 mph on the London to Newcastle main line, says Silentbloc. Averaging 4,000 miles a week, the rolling bushes need no maintenance and are expected to last at least 10 years. BR plans to fit the new suspensions to the next series of multiple-unit electric trains, and the power bogies of the Class 317 EMU stock running first-ever combination of con-

Wards off shots and blows

POLICE, SECURITY personnel velocity weapons and shotguns, and nightwatchmen can all says the maker, Combat Protecbenefit from a new anti-riot helmet produced to a design from a Ministry of Defence specifi-

It is made to resist blows of extreme force, and practical experience proves that it offers protection against a range of hand-thrown missiles, as well as indirect hits from low

tion Equipment, Main Street, Stretton, Burton-on-Trent, Staffs,

Hand laminated from polyester-resin impregnated glass fibre, the helmet weighs only 15 kg and its crown is lined with high hysteresis, closed cell, expanded polystyrene covered with soft padding allowing it to be worn for long periods without discomfort.

X-ray machine works from the inside out

BY GEOFFREY CHARLISH

A SMALL UK company and its Danish parent have developed an inspection system that enables high definition radio-graphs to be taken of hollow components down to about 12 mm (0.5 inch) inside dimension with the source of the X-rays inside the test item rather than outside. First delivery of the machine

has already taken place to Rolls-Royce at Leavesden, near Watford, where the machine will be used to look at critical aerospace components.

Although such "inside-out" techniques are not unknown in X-ray testing, Andrex NDT Products of Bar Hill, Cambridge (0954 81616) has sfully miniaturised X-ray source probe. Now it will go down small bore tubing, for example, to a distance of more than 0.5 metre. At the same time the company has engineered a very small focal spet size, a pre-requisite of high

Such techniques considerably simplify and cut the cost of X-ray inspection of components cans and high integrity aero engine parts. Conventionally, radiography involves moving the source round the outside of the test item with X-ray sensitive film fixed to the inside surface. Up to 10 separate exposures are needed to cover the circumference adequately.

But now, the new compact rod anode can be passed down the of the se components: with a strip of film round the outside circumference the 360 degree radial beam emission of the probe-anode allows the picture to be taken with one

With film costs rising under the pressure of silver prices, the new equipment, designated

MATERIALS

A MATERIAL claimed to be the

with a thermoplastic has been

developed by the Swedish com-

the right moment in the poly-

merisation process, thus build-

ing a chemical "bridge"

can be fed into an ordinary

extruder, thus eliminating many

Greater mechanical strength is

disadvantages

between the two.

the

extruded

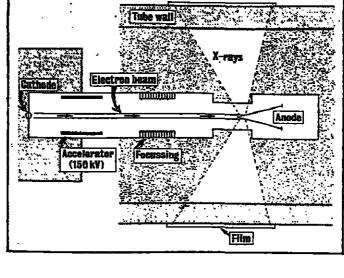


HDR6, can offer significant long device which on its output side term savings. "One large aerospace company," claims Ian Grant, sales manager of the Cambridge company, "has an

The Andrex system can also he used in a directional rather than a 360 degree radial mode. The X-ray beam passes through the specimen in one area only and it then becomes possible to allow the rays to fall on an 0.04 mm across, giving a high image intensifier as an alterna- resolution image. Because tive to film. This is an electronic X-rays

produces an image some 10,000 times brighter than the tradifluorescent tional screen. Cambridge company, "has an Linked to a closed circuit tele-annual X-ray film bill of over vision system, "real time" X-£25,000—the film costs up to ray pictures then become pos-sible Since the probe can reach sible. Since the probe can reach into confined spaces, prospects for moving mechanism inspection are opened up as well. Key to the Andrex develop-

ment is the achievement of a source radiating area only resolution image. Because X-rays cannot easily be



Above: section through the Andrex miniature probe. A very narrow beam of high energy electrons strikes a conical anode axially at the apex to give a " disc " of X-rays that penetrate the wall of some tubing under test. The external strip of film produces a high definition picture of say, a circumferential weld. Left: Stuart Tait, a section leader at Rolls Royce's Leavesden plant, positions a set of planet gears over the probe.

focused, only a true point source will give an image free of edge shadowing effects on the film placed behind the test Furthermore, such a object. point source allows the film to be moved further away to give enlargement of the image with minimal loss of definition.

Thus, hair cracks and other defects in metals that were previously undetectable can now

Careful design of cathode (the electron emitter), acceleration and focusing electrodes in the electron gun produces an

electron beam only 0.025 mm (about one "thou") across.
The beam meets a conical anode axially at its apex and the X-rays resulting from the impact are emitted radially over 360 degrees. By altering the angle of the cone, the disc of rays can be launched comewhat forward or backward down the axis. Various target cones can

be substituted in a few minutes.

The head can be lined up laterally with, say, a weld that joins two lengths of tube and the whole weld line photo-graphed in one exposure of film

thurleys THURLEY-RAPID SAVES ENERGY AND MONEY on Hoad, Harrogate, RLY0 Tel: 61511 Telex 57859

wrapped round the outside of the tube. An angled plate anode will give a single directional beam for use with the image intensifier for localised examina-

Recently Andrex acquired a 40 per cent interest in Technology for Industry Corporation, a U.S. company specialising in image intensification X-ray sys-

Amalgamation of Andrex high definition units with TFI displays allows film saving by making permanent, clear records on video tape. Furthermore, the test object can be manipulated while in the beam to give best orientation for recording or to view a feature from different angles.

One Rolls-Royce application for the HDR6 is to test electron beam welds of components in the GEM helicopter engine. Micro-cracks only 3 mm long and porosity in gears and turbine blades can also be clearly displayed.

Although most of the sales -probably between 10 and 20 units a year worldwide — are expected to be made to the aerospace, power station and nuclear industries, Andrex also sees prospects for the £60,000 machine in the electronics, medical and archaeology fields. In Korea, sales have been

made to a car manufacturer for production wheel testing and European makers are being approached.

NEWS IN BRIEF

achieved from standard "in stock" components and identifies more than 300 separate parts which comprise the entire modular system. Inquiries to Product-A-Flow,

PUMPS WATER pump designed primarily for quarrying, opencast mining and similar duties requiring high head discharge and reliability, particularly when handling intermittent inflows, introduced by Sykes Pumps, Woolwich Road, London SE7 (01-858 8121), has a separate, fully automatic vacuum pump which extracts air from both behind and in front of the six-blade impeller when

This enables the main pump to prime and re-prime at suction lifts down to 9 metres. Known as the Univac 150MH. designed to operate at a maximum closed-valve delivery head

Hydraulically - operated, the

crane can lift over 6 tons at grated circuit design system to 20 ft radius. Its main role is ask for continuous pan, zoom, said to be on the construction of oil storage tanks and the like. It could be operated inside them the unit has 150 mm suction if necessary. Other uses could and delivery connections. It is be in light pipe laying or in the erection of cross-country power transmission lines.

> computer-aided design story is the machine that has voice functions.

> seen for the first time in Europe at the Paris Components Show (April 6 to 11), will allow users of Calma's GDSH inte-

image features

lightweight microphone attachment, the voice control unit accepts all the display com-mands and can be "trained" to recognise any language. This new version of GDSII

power in the terminal display. freeing the central processor from the burden of continuously refreshing the screen and it provides rapid picture refresh, pan/zoom, spit imaging and

integrated circuit design process. Some 50 different operator commands are involved. Calma is on 01-253 1066.

COMPANY NOTICES

PROVINCE OF NEWFOUNDLAND

9% 1977/1989 U.S. \$50,000,000

Pursuant to the terms end conditions of the Bonds, notice is hereby given to Bondholders that, during the twelve-month period anding February 14, 1981 U.S.\$1,250,000 of such Bonds were purchased in satisfaction of the Purchase Fund.

Curstanding amount: U.S.\$45,950,000.

The Fiscal Agent, KREDIETBANK S.A.

Luxembourg, Fabruary 23, 1981.

ARROW CAPITAL N.V. reholders of Arrow Capital N.V. are red the possibility to accesse up to % of their shareholding in the Com-rat a price per share of USSS1. This resents approximately 35 % of USS71.54 het gates, rathe per thurs at per 10% of their shartbicking in the Company at a grice per sharts of USSA1. This represents appropriate a starts of USSA1. This represents appropriate 3% of USSA1. This represents appropriate 3% of USSA1. This represents appropriate 3% of USSA1. The represents appropriate 3% of USSA1. The represents of the Start and the start of the Start and the Start Mr. ROTHSCHILL MINES, Lane. London Rev Court, St. Switthla's, Lane. London ECAP 4DU. ERSON. NELDRING AND PIERSON N.V. 214 Herengracht. Amsterdam, ANOUE RUXSLES. LAMBERT S.A., 24, AVRING March, 1050 Brusses. ANOUE PRIVER S.A., 18, Rus de Hesse.

General OTHSCHILD BANK A.G., Zollikeritrasse 181 8034 Zerich ANOUE INTERNATIONALE A LUXEM-BOURG S.A., Z Boxiceard Royal, Luxem-

McCarthy Information Ltd.

date with the world's business news.

Return to: Barbara Bryant, McCarthy Information Ltd,

Tel: Warminster (0985) 215151

company basis.

Address

INTIMIS MANAGEMENT COMPANY N.V. (Managing Director)

How to subscribe to

43 international publications

for as little as £8.50 a year

Every day we scan the leading newspapers and magazines

published in the world's business centres. We can provide

you with cuttings on virtually any company you might be

interested in. You can have the information on either an

industry by industry, continent by continent or company by

Start by cutting out this coupon and learn how to keep up-to-

Manor House, Ash Walk, Warminster, Wiltshire BA128PY

Keep abreast with international business news by

subscribing to the unique newsgathering services of

ENEL ENTE NAZIONALE PER L'ENERGIA ELEFTRICA Head Office: Hovgani Battista ROME (Italy)

SECOND NOTICE TO HOLDERS OF INFLOATING RATE DEBENTURES CONVERTIBLE INTO 10% FIXED RATE DEBENTURES DUE 1995
The holders of floating rate debenumes due 1937 convertible into 10% seed rate debenumes due 1937 convertible into 10% seed rate debenumes due 1935. Issued to the terms of the terms

AMERICAN EXPRESS



Amsterdam. 17th February 1981.

BANQUE NATIONALE

BANQUE NATIONALE DE PARIS

SCOTTISH EQUITABLE LIFE ASSISTANCE SOCIETY NOTICE IS HEREBY GIVEN that the Annual General Meeting of the Society will be held in the Head Office No. 28 St. Andrew Square Edithary on Therreday, 19th March 1987 at 2.30 p.st. to transacy ordinary besiness.

A Member of the Society editied to transacy ordinary besiness.

A Member of the Society editied to the society and woth at any teneral Meeting attend and woth at any teneral Meeting attend and woth at any teneral Meeting attend and of the besiness of the Society not less than forty-sight hours before the time footdard for Meeting.

By Order of the Board.

A M. ROBERTSON.

28 St. Andrew Square.

HOME BREWERY COMPARY LIMITED CHURCH TO PRESENT SHARES NOTICE IS HERESY GIVEN that the Transfer Books of the above Company will be closed from 22rd March 1981 to 51st March 1981 (both dwys inclusive) in order that the dividend warrants may be priced that the dividend warrants may be presented.

PERSONAL

COMPANY

thermoplastics



AMSTERDAM DEPOSITARY COMPANY N.V.

DE PARIS

Floating Rate Note issue of US\$75 million February 1978/84 The rate of interest applicable for the six month period begin-ning February 21, 1981, and set by the reference agent is 1714% annually.

Floating Rate Note issue of US\$125 million February 1979/91 The rate of interest applicable for the six months period beginning on February 22, 1981, and set by the reference agent is 1714% annually.

also claimed, while the reduced electrostatic charge makes the products easier to keep clean. Patents on the invention are tinnous high-pressure laminate pending, says Perstorp.

PROCESSES

pany Perstorp AB (010 46 435 A SYSTEM claimed to recover 38159). Known as Prolam, it is up to 80 per cent of caustic soda produced by the technique of from aluminium etch solutions, joining a thermosetting plastic introduced by G. W. Thornton to a thermoplastic at precisely and Sons, Cheadle, Cheshire (061-428 4271), is designed to provide a consistent bath composition and improved quality control of the product. The hydrated alumina by-product can be sold and the sindge re-moval problem is largely solved. Perstorp claims that with this process a continuous laminate says Thornton. The system has been deveoped in Japan by Fuji Sash Industries.

With the Fuji system the precipitation of aluminium hydroxide occurs rapidly in a eparate crystallisation tower and not in the etching tank Caustic soda is thus liberated continuously for re-use. Low concentrations of aluminium in products of high quality.

CHEMICALS

PROMISING TO bridge the gap between standard acrylics and polycarbonate (which is often over-specified, says ICR) is a new compound called Diakon This is the first of a range of

TD grades which give greater freedom to designers, together with reduced problems of cracking during subsequent product handling and use. ICI says that the material also

has excellent craze resistance and is thus suitable for applicawhere contact with aqueous detergents and soap solution is likely. Where petrol and oils are

present, TD offers better resistance to environmental cracking than polycarbonate and is much cheaper than this material. Because it has a low moisture content, TD 542 is also suitable for injection moulding and

extrusion on. conventional equipment for acrylic without pre-drying, provided normal precautions are storage Uses for the material will be in lighting fittings, domelights,

lenses, drawing instruments, signs. car number plates, machine guards, safety glazing and kitchen equipment.

More from ICI Plastics Divi-Welwyn Garden (Welwyn

HORTICULTURE PRICELESS - and, sometimes

irreplaceable plants - at the Royal Botanical Gardens at Kew are nurtured with uncontaminated water from fully automatic two bed de-ionisers made by Elga Products, Lane End, Bucks (9494 881393). Several Elgamat Duo units

are also used in the 300 acre gardens (10 of which are under glass) to turn mains water with a pH of 8.5 into water with an acceptable level of between 4.5 to 6.5 pH.

Most plants grow best in slightly acid conditions, and for many years the Kew greenhouses were fed with rainwater supplemented by river water until the water authorities decided that untreated river water was a health hazard.

INFORMATION THE MAKER of PAF Systems

modular work stations has published a new 24-page catalogue, available on request to production planning engineers, factory managers, buying officers and factory layout/work study engineers and consultants. Sanders Road, Wellingborough, Northants (0933 222195).

solid water.

of 91 metres, while its maximum output rated at 6.800 litres/ min. At a 61-metre head the capacity is about 4,545 litres/ HANDLING

A TRACKED crane from the U.S. that can retract its width down to 8 ft and its retracted height to less than 8 ft has been put on the market by Diverco, 4 Bank Street, Worcester (0905 the suction inlet is not drawing

DESIGN LATEST TWIST to the

recognition so that the designer can utter spoken commands rather than make entries on a keyboard for certain of the The voice control unit to be

multiple view and composite Supplied with a headset and

also has significant processing

tracking. Substantial

increases are claimed in the

CONTRACTS AND TENDERS



LEMAGA LETRIK NEGARA TANAH MELAYU

THE NATIONAL ELECTRICITY BOARD OF THE STATES OF MALAYA
PORT KLANG POWER STATION—PHASE I EHV TRANSFORMER CONTRACT CONTRACT No. 31/78/25 NOTICE OF INVITATION TO TENDER

The National Electricity Board (NEB) of the States of Maisya plans to invite tenders by May 1981 from manufacturers for the supply. erection and commissioning of EHV transformers for Phase I of Port Klang Power Station on the West Coast of Peninsular Malaysia. Phase I of the development consists of two 300 MW gas/oil fired boilers, turbine generators. EHV switchgear, transformers and

Two—350 MVA Generator Transformers 20/275kV
Two—25 MVA Unit Transformers 20/6.6kV
Three—180 MVA Interbus transformers 275/132kV Two-40/25/25MVA Station transformers 132/6.6/6.6kV Two—15 MVA 11kV Distribution transformers 132/11kV One—29 MVA Black start gas turbine transformer 11/6.6kV Each transformer will be complete with cooling and tap change equipment and also included are earthing resistors for LV neutral

A "Brief Description of Works" may be obtained from Ewbank and Partners Ltd at the address given hereunder. It will be necessary for tenderers quoting for this contract to have proven experience in the manufacture of plant of this rating and shall have worked in countries other than that of their manufacturing base. Manufacturers who wish to tender for this contract are requested to state their intention in writing by March 31st, 1981 to the offices of Ewbank and Partners.

The procedures to be followed in obtaining documents are contained

in the Brief Description of Works.

Ewbank and Partners Limited Prudential House, North Street, Brighton, BN1 1RW, United Kingdom.

UNITED REPUBLIC OF TANZANIA TANZANIA HARBOURS AUTHORITY

PRE-QUALIFICATION NOTICE FIRST WORLD BANK PROJECT

To Civil Engineering Contractors Tenders will be invited in mid-1981 for the construction of Works at Dar es Salaam for the Tanzania Harbours Authority. The Works

will be executed under two Contracts as follows: The Main Works - Deep Water Berth No. 12, with an option for Berth No. 13, developed as a Container Terminal, an Oil Jetty for Tankers up to 35,000 DWT. Dredging of the Entrance Channel and a Tug Jetty.

A Bulk Grain Terminal, including a ship unloader, overhead conveyor galleries and 30,000 t capacity silo. Contractors from countries which are members of the World Bank or from Switzerland who wish to be pre-qualified for one or both of the above Contracts should write or telex for further particulars

> **BERTLIN & PARTNERS** Consulting Engineers, Congreve House

and an application form for pre-qualification stating whether they wish to receive pre-qualification papers for one or both projects to:

86 Station Road, Redhill, Surrey RH1 1PL, UK Tales: 946570

PEOPLES REPUBLIC OF BENIN REPUBLIC OF TOGO

COMMUNAUTE ELECTRIQUE DU BENIN

Prequalification announcement

Nangbeto hydropower scheme construction

(on the Mono River in Togo) The "Communauté Electrique du Bénin" on behalf of the Governments of the Republic of Togo and the People's Republic of Benin invite Contractors and Suppliers interested in the construction of the Nangbeto hydropower scheme to submit their prequalification documents. Both Governments have presented financing demands to the World Bank and other international financing institutions.

During the course of 1981, call of tenders will be issued for the following: Civil works for the concrete dam, powerhouse,

switchyard and access road (buttress dam 260,000m³, earth dam 1,130,000m³) Hydromechanical and electrical equipment for the dam and powerhouse, subdivided in the following individual prequalification lots:

(a) turbines (2 Kaplan 30 MW) (b) generators (c) gates and manutention equipment (5 crest gates 10/9m, 4 bottom outlet gates 3.0/3.3m, 2 butterfly valves Ø 5.20, 1 gantry crane 120 to)

(d) electrical equipment 161 KV transmission line Nangbeto-Momé Hagon (110 km) substation Nangbeto and extension of substation Momé Hagou.

Interested contractors and suppliers are invited to request the qualification applications at one of the following addresses: -Communauté Electrique du Bénin Direction Générale

> BP 1368 Lomé/Togo -Electrowatt Ingénieurs-Conseils S.A. Boite Postale

CH-8022 Zurich/Switzerland

prior March 31, 1981, ab 17.30 GMT.

SOGREAH Ingénieurs Conseils

Boîte Postale 172 Centre de Tri F-38042 Grenoble-Cédex/France

CLASSIFIED ADVERTISEMENT RATES

The prequalification documents shall be submitted to the CEB

Single £ Commercial and Industrial Property 22,50 16,00 7.50 5.50 Businesses for Sale/Wanted Residential Property 7.50 8.00 5.50 5.50 5.50 22,50 Appointments Business and Investment Opportunities 25.00 16,00 16.00 Motor Cars Hotels and Travel 16.00 7.50 22,50 Contracts and Tenders net 9.50

Premium positions available (Minimum size 30 column cms.) \$3.00 per single column cm. extra For further details write to: Classified Advertisement Manager

Financial Times, 10, Cannon Street, ECAP 4BY

111

This illustrates a number of configurations which can

WORLD STOCK MARKETS							
1980-81 Feb. 1980	1980-81	101s 53s Schlitz Brew J. 95s 1980-81	HOLLAND 1980-81 Feb. 20 Price Fis High Low H.K. # High Low 80 38.75 9.20 Chess forgum 82,75				
51¼ 27½ ACF industries 5018 20¾ 1654 Combined Int 1654 2578 1188 AMF	24 114 Gt. Basins Pet 12 101s 554 MGM 84 231s 271s Gt.Mhn.Nekocas 281s 1081s 504 Metromedia 271s 181s 123t Greyhound 154 550 256s Mitton gradley 271s 181s 123t Greyhound 154 551s 465t Minnesotz MM 585 325s 18 Grumman 251s 1101s 501s Missouri Pac 81th 201s 123t Gulf & Western 151s 181s 71s Modern Marchg. 91s 181s 181s 181s 181s 181s 181s 181s	315 ₈ 175 ₈ SCM	58 85 89 EAhold 10 18 50 12 40 8.50 Cross Harbour 12 40 8.50 Cross Harb				
444 17	525g 327g Guif On	284 18 Searie (GD) 251 341 285 8k Montrest 351 1912 1412 Searre Roebuck 15 365 285 8k Montrest 351 1912 1412 Searre Roebuck 15 365 285 8k Montrest 351 365 2812 958 Basic Rescurress 11 365 2812 Sector 3712 365 2712 Sector 3712 3712 Sector 3712 3712 3712 3712 3712 3712 3712 3712	1 236 175 Bradaro Cert				
1634 834 Alzona 1256 Alzona 257 295 1516 Cons Freight 2634 264 264 27 285 27 285 285 285 285 285 285 285 285 285 285	41 26 Harrocurt Brace 363 1672 1218 Murphy (GC) 1514 1814 1114 Harrischfeger. 17 6314 2514 Murphy Oil 38 1534 2514 Harris Banco. 2514 2934 15 Nabisco. 2534 404 2532 2934 Harris Corp 4415 5336 29 Nabisco Chem. 53	491s 29 Shell Trans	76.7 56 Euro Comrst				
3776 2556 Alco Standard 345, 3501 22 Conti Corp 3216 32	4008 234 Harson 4018 4018 33 2354 378 Napoo Industries 20 4934 5556 Heinz (HI) 474 2454 1568 Nat. Can 2158 2278 1474 Hercules 228 3278 1718 Nat. Detroit 254 2578 204 Hershey 2442 2578 17 Mat. Dist. Chem. 2518 2518 2518 17 Mat. Dist. Chem. 2518	143; 6at Singer 145; 491; 168; Camilo Mines 36 15 91; Skyline 14 141; 103; Can Cement 13 701; 25e; Smith Intl 541; 415; 161; Can NW Lands 36 803; 45 8mith Kline 73	29 11.5 int-Muller 75.80 75.80 225 13.1 Nearden 92.70 126.3 100.9 Nat. Ned Gert 125.70 60.9 45 1 Ned Gred Bank 45.40 1980.81 Feb. 36 Prior 126.5 100.9 New York 126.5 100.9 New York 126.5 100.9 New York 126.5 100.9 New York 126.5 100.9 New York 126.5 New York 12				
75% 53 Alcoa 64 61s _y 295 _z Cooper Inda 451 ₄ 655 ₃ 231 _z Amal Sugar 41s ₂ 20s ₃ 91 _z Cooper Adolph 13s ₂ 39s ₄ Amax 39s ₄ 355 ₄ 181 ₄ Copeland 33s ₂ 355 ₄ 181 ₄ Copeland 33s ₂ 35s ₄ 181 ₄ Copeland 33s ₂ 35s ₄ 181 ₄ Copeland 33s ₂ 35s ₄ 181 ₄ Copeland 33s ₂ 35s ₄ 38s ₄ Copeland 33s ₂ 35s ₄ 38s ₄ Copeland 33s ₂ 35s ₄ 38s ₄ Copeland 33s ₂ 35s ₄ 38s ₄ Copeland 33s ₂ 35s ₄ 38s ₄ Copeland 33s ₂ 35s ₄ 38s ₄ Copeland 33s ₂ 35s ₄ 38s ₄ Copeland 33s ₂ 35s ₄ 38s ₄ Copeland 33s ₂ 35s ₄ 38s ₄ Copeland 33s ₂ 35s ₄ 38s ₄ Copeland 33s ₂ 35s ₄ 38s ₄ Copeland 33s ₂ 35s ₄ 38s ₄ Copeland 33s ₄ 35s ₄ 38s ₄	2546 2548 Helder Helde	164s 6 Sony	114.2 70 Nedlloyd				
115; 65; Am. Airlines 1116 741; 456; Coming Giass 681; 873; 59 IAm. Brands 71 281; 291; 20 Corroon Black: 22 38 257; IAm. Broadcast'g 281; 61 30 Cox Broadcast'g 55 361; 271; Am. Cyanamid 281; 381; 243; Crocker Mat 381;	31½ 15% Holiday Inna. 223g 16½ 10½ NCNB. 14½ 68½ 35¼ Holiy Sugar 42% 80 52½ INCR. 57½ 11½ 66¼ Honeywell 99% 25½ 17% New England EL 19½ 13½ NY State F & G 14	47 304 8thn Pacific	52.5 27.1 Rijn-Schekta 40.30 930 879 Canon 583 583 583 583 583 583 583 583 583 583				
865g 2512 Am, Express 403g 61 383g Crown Zell 4412 4412	191 ₂ 135 ₂ Hormel Geo	1812 18 Springs Mills 174 8012 5014 Cominco 55 32 18 Square D 503 8012 1504 Cominco 55 32 18 Square D 503 1504 Cominco 55 32 18 2414 Square D 503 1504 Cominco 55 32 18 2414 Square D 503 1504 Cominco 55 32 18 2414 Square D 503 1504 Cominco 55 32 18 2414 Square D 504 1504 Cominco 55 32 18 25 1504 Cominco 55 32 12 1504 Cominco 55 32 12 12 12 12 12 12 12 12 12 12 12 12 12	2 251.4 178.5 Stevenburg's 180 410 271 [Daiwa Selko 580 229.5 182 Tokyo Pao Hs. 212.50 439 364 [Ebare 580 155.2] 102.5 Unilever 152.50 4,39 364 [Ebare 580 171.5 73.6 Viking Res. 143.70 455 370 [Full Bank 50.50 1.060 457 [Full Film 5.060 354 54 [Full Film 5.060 355 54 [F				
91g 37g Am. Motors	3576 1776 Hudson Say Ming 25 9656 4856 Hughes Tool	1514 3534 Std Off Indiana 5514 1524 560 Dome Mines 94 95 5576 Dome Petroleum 77 205; 1534 Stanfer Chem. 2314 2514 146 Dom bridge 21 2664 1564 Starffer Chem. 23 2514 146 Dom bridge 21 2664 1564 Starffer Drug 20 434 Dom Foundries A 40	2 577 18 [Volker Staven 20.50] 8.460[Fulltsu Fanue				
375; 225; Am. Standard 343; 303; 2014 Am. Stores 221; 305; 1214 Dentsply Intl 17 355; 221; Amfac 26 594; 321; Amfac 26 50 281; Detroit Edison 111; 506; 321; 144 AMP 467; 309; Amster 23 561; 1251; Dlamond Shamit 301; 475; 309; Amster 23 144; 776; Disport 24	387g 155g Hutton (EF) 255g 521g 377g Northrop 501g 345g 185g IC Inds 29 511g 803g Nwest Arlines 278g 431g 27 IAA Corp 37 305g 181g Nwest Bancorp 285g 241g 97g IU Int 164g 405g 255g Nwest Inds 365g 361g 161g 362g 363g 161g 362g 363g 161g 362g 181s 12 ts Stevens (JP)	1980-81 Feb. 50 Price 718 493/Hranni Kon 555 Feb. 50 Price 623 506/Hordz minutes 535 Feb. 50 Price 623 506/Hordz minutes 535 Feb. 50 Price 623 506/Hordz minutes 535 Feb. 506/Hordz min					
473s 303g Amstead Inds. 43 143s 75s Digital Equip. 817s 333g 21 Anheure-Sh. 35s	94 Ci ADR 718 618 31 Norton 51	7456 324 Syncax 553 2914 1514 Hewk Sid. Can 22 6219 3514 TRW 5518 2618 4819 4714 Hollinger Argus. 48 3614 241s Tampax 3014 5914 22 Hudson Bay Mng. 30	49.900 6.500 Centrate 41,560 718 390 IACCS 700 20,900 4,459 Creatio Varsatio 20,900 2,500 2,100 IACCS 8,440 6,750 1,594 First 2,290 910 650 Jacob 690 690 114 86.5Firstder 95 325 211 Kejima 290 690 690 690 690 690 690 690 690 690 6				
181e 125e Armstrong CK 145e 383u 29 Dow Chemical 541g 383u 29 Dow Chemical 533e 571g 361e Asaroo 351e 56 195u Dow Chemical 533e 571g 361e Asaroo 351e 56 195u Dr. Pepper 435e 445e 273u Ashisnol Gil 295u 16ie 97e Dr. Pepper 125e 281e 171e Asad D Goods 265e 191e 141e Duke Power 165e 191e 141e 14	25	70 45 Tektronix 52½ 213 95 Husky Off 18 57% 32% Tanneco 45¼ 35% 21½ Imasco 30 51% 16 Tesora Pet 17 54 28¼ Texaco 39, 36% 31¼ Imp Oil A 32 37% 20½ Texas Comm.Bk. 34% 35% 21% Inco 22	390 235 hisider				
524 191 ₆ Avon. 25 25 E G & G 341 ₂ 252 ₃ 25 E G & G 341 ₂ 25 25 E G & G 341 ₂ 351 ₃ 315 ₃ Avery inti. 22 551 ₄ 25 E G & G 341 ₂ 351 ₃ 315 ₃ Avert 43 187 ₆ 157 ₆ 157 ₆ 158 ₁ 181 ₂ 121e 91c int. Income Prop 101c 293c 201e Owens-Illinois 293e 301e Owens-Illinois 293e 301e Owens-Illinois 293e 301e Owens-Illinois 293e 301e 161e 161e 161e 403e 403e 263e PPG Inds 403e 301e 171e 201e 171e 103e 171e	88½ 57 Texas Eastern 50½ 15½ 11½ (Inda: 124 144 164 164 164 164 164 164 164 164 16	1,101 360 do. do. Pre. 1,000 381 365 kunass 506 386 28,740 4,410 do. Pret. 28,490 580 Kyoto Ceramic. 3,480 588 332 Lot 366 366 366 366 366 366 366 366 366 36					
403e 321s Avon Prods	3776 2219 Jewel Cos 3514 1619 11 Pac. Tel. & Tel. 1314 2939 1894 Johns Manville 22 232 1318 Paim Beach	387g 20 Thermo Electro. 2934 98 47 Mointyre Mines. 5754 1934 Tidewater	1980-81 Feb. 20 Price 418 320 marked 798 496 Mary 798 496 Mary 798 496 Mary 798 496 Mary 798 496 497 Mary 798 498 798				
305e 2012 Bank América 2654 365e 194 Eckertoric Data 3554 367e 271e Bank of N.Y. 35 358e 184 Electronic Data 365e 331e 184 Bankers Tat. N.Y. 38 9 32 Electronic Data 365e 321e Electronic Data 365e 361e Bank of N.Y. 365e 361e Electronic Data 365e 361e Bank of N.Y. 365e 361e Electronic Data 365e 361e Bank of N.Y. 365e 361e Electronic Data 361e	12 61g Johnston Logan. 95s 36d 17ts Parker Drilling. 30 235s 14ts Jostens. 211g 45 191s Penhey JC. 281g 261s 151g K. Mart. 171g 281s 28	457s 135s Troperrary	525 400 Kosmos 450 252 165 W bish Elec 422 423 472,5 440 Norsk Hydro 458 445 37 W bish R East 360 152,5 112,5 Storebrand 152,5 419 305 W bish R East 360 419 305 W bish R East 360 419 305 W bish R East 360 419 305 W bish Elec 325 360 419 300 410 410 410 410 410 410 410 410 410 4				
25 9½ Beker Inds 165 35 18½ Bell & Howell 24¼ 165 165 165 165 165 165 165 165 165 165	50\(\begin{array}{cccccccccccccccccccccccccccccccccccc	20 144s Transamerica 18 5.25 2.60 Pacific Copper 3.6575, 291s Trans Union 2534 46 24 Patino 2534 221s 10 Trans World 195s 30 141s Placer Dev. 2244 6 25 Travelers 3512 2515 151s Power Corp. 21 205s 151s Travelers 157s 255 Cushes Strain	1980.91 Feb. 20 Price 496 430/link instantantantantantantantantantantantantant				
285s 19 Beth Steel 24 265s 161s Evans Prods 195, 724 40 Big Thee Inds 6554 457g 265s Excell 0 394, 234 167s Black & Decker 1754 877s 523s Excell 0 394, 3571s 235s Blue Bell 29 251s 97s Faberge 235s	485g 895g Kodde	24 5g 16 2 Tr Continental 20 lg 55 137g Triton Off Gas 25 lg 15 Ranger Off 18 Reed Stenhs A 18 25 lg 10 lg 17 lg 18 Reed Stenhs A 18 25 lg 10 lg 17 lg 18 Reod Stenhs A 18 25 lg 10 lg 17 lg 18 Reod Stenhs A 18 25 lg 10 lg 17 lg 18 Reod Stenhs A 18 25 lg 10 lg 17 lg 18 Reod Stenhs A 18 25 lg 18 25 lg	98 60 ASEA 96 153 118 Nippon Steel 345 97.5 60 Attas Copco 96 95 231 195 Nippon Sulsan 215 237 5,350 5,950 NTV 550 172 103 Cellulos 97 161 734 606 Nissan Motor 1 236 97 75.5 Electrolux 97 440 317 Nissahin Flour 1 336				
417a 271a Boise Cascade 275s 261a 13 Federal Co	376g 161a Koehring	143; 105; UMC Inds	175 139 Esseita				
5214 2876 BP	415g 165g Lear-Siegler	55% 22% Union Oil Cal 58% 32% 12% Frok B 17 32% 19%	357/ 227 Riandia 517 668 538 Ricot 684 684 165 165 165 165 165 165 165 165 165 165				
165g 101g Brunswick	261g 1984 Lilby Owens Fd. 244 4676 21 Purolator	451e 357e US Fidelity G 381e 25 103, Utd Sisco Mines. 15 37e 257e US Gypsum 341e 11.25 3.10 Walker(Hrm)C.H. 27 353e 121e US Home 27 155e 12 Westcoast Trans 107e 57e US Inde. 101e 321e 341e 221e Westco (Geo) 35	98.5 61.5 Volvo 94 3,480 1,530 sony 5,100 535 390 stanley 520 535 390 stanley 632 291 246,5 torac fits rine 2, 877 - 813 61.5 tallet pensyo 684 231 1980 81 Feb. 20 Price 600 521 tallet pensyo 579				
45 2834 Burndy 3614 9 418 1st Penn 414 86 48 Burroughs 4818 634 286 Fisons 314 7078 3414 CBI Inds 5038 1014 618 Fisons 314 55 4318 CBS 4918 27 1418 Flexi-Van 2018 7478 5518 CPC Intl 6258 2818 1213 Florida Pwr & L 2434 5218 2536 SX 46 3534 1836 Ford Motor 1938	5816 2252 Longs Drug Strs. 25 5 5 81g Rank Org. ADR 34g 631g 331g Louisiana Land	50% 1014 US Surgical	1,560 1,006 Alusuisse				
334 2514 Campbell Soup 3214 294 1179 Foster Wheeler 1958 2756 1978 Campbell Tagg 25 294 2034 Foxboro 4678 2942 1812 Canal Randolph. 2514 2614 614 Franklin Mint 2514 4478 2948 Can. Pacific	555g ; 435g MCA	354 1834 VF	2,795 2,055 credit Sulese				
21 145 816 GAF 1256 1256 1476 14	3514 3716 Mfors Hanovar. 314 3516 31 Revice (DS)	341, 321, Walker (HM) C.H. 221, 129.9 55.5 AEG Telef	1.9 1.600 2.980 Nestie				
47% 2914 Centex 35 351 151s Galco 253, 151s 113s Central & Sw. 1214 2334 1114 Gen Am Invest. 173s 273s 121s Central Tei Util. 235s 441s 291s Gen Dynamics 28 375 17 111s Certain-teed 1214 361s 441s 441s Gen Electric. 631s 315 121s Cessna Aircraft. 30 337s 335s Gen Dynamics 304	356s 267s Marsh McLenn 317s 4014 177s Rich Merrell 363s 123s Marshall Field 16 271z 145s Rite Ald 263s 747s 4014 Martin Mtta 641z 411z 22 Roadway Exps 41 363s 198s Maryland Cup 316s 157s 57s Robins (AH) 101s 342 193s Masco 315s 145s 111s Rockwell Intl 364s 1714 Rockwell Intl 364s 1714 Rockwell Intl 364s 1714 Rockwell Intl 364s	245g 16 Washington Post 217g 9854 357g Washe Mangt	690 625 Swisself				
248 1975 Champ Homesu 248 3614 3964 3976 3961 3976 3012 1972 3976 3	16% 12% Mass Multi Corp. 14% 5554 58 Rohm & Haas	3714 2312 Westrn Bancorp. 3434 283 226.5:Daimler Benz. 27 283 226.5:Daimler Benz. 27 283 226.5:Daimler Benz. 27 283 284 1912 Westinghouse 27 144 122 Demag 13 284	2,770 1,990 Winterthur 2,595 1980 81 Feb. 20 Feber 15,050 12,700 Zurich ins 15,125 High Low Rapid 15,125 AUSTRALIA 3.85 2,65 Aberoom 5.26				
111s 414 (Chrysler	46 2 22 McDermett (JR) 353s 11112 695s Royal Dutch	60% 29% Wheelabratr F. 40% 205.4 155 Dreadner Bank. 15 237% 151; Wheeling Pitts 22% 148 116 Dyck Zerment. 12 237% 14% Whirlpool 212 22% 153.5 GHH. 18 27% 181; White Consoltd. 25% 77 50.1 Happy Lloyd 5 35 19 White Motor 314 256 106.5 Hoechst 11 35 19 Whiteker 12 57.8 21.1 Hoesch 11	146 169				
24 17 2 (Cittoorp	464 245s McGraw-Hill	18	2.50 1.80[Asoc. Pul pPep.] 2.28 42 21.30 East Drie				
111g 67g Ciuett Peaby 101g 723g 181g Global Marine 501g 588 287g Coca Cols 533g 255g 161g Goodrich (87L 223g 181g 161g 167g Goodyear Tire 177g 171g 113g Colgate Paim 141g 287g 20 Gould 255g 93g 51g Colt Inda 9 621g 337g 253g Grainger (WW) 345g	414 X512 Metrille	194s 612 Wyly 12 67.8 36.1 Kloeckner 5.714 4914 Xerox 65 68 51 Krupp 5.714 12 Yellow Frt Sys 1914 387 274.5 Linde 50 68 384 1214 Zapsta 284 87.5 57 Lufthans 66 204 154 412 384 124 384 125 384 154 412 384 125 384 15	4 2.12 1.80 Side Metal 1.73 20.6 12.50 OK Sezais 16.58 4.05 0.96 Bond Hidgs 2.95 3.83 2.55 Protes Hidgs 2.05 3.60 2.14 Boral 2.55 3.50 8.10 5.90 Rembrandt 6.6 3.13 1.45 Blville Copper 1.56 3.96 2.65 Remines 3.5 3.5 1.85 Brambles Inds 2.00 9.20 4.90 Rust Plat 6.5 5.56 6.50 2.07 Bratice 6.5 2.95 3.95 3.95 2.95 Bldgs Plat 8.2 2.95 2.95 2.95 Bldgs Plat 8.2 2.95 2.95 2.95 2.95 2.95 2.95 2.95 2.				
Indices NEW YORK DOW JONES		253.0 196 Mercades Hig 23 324 2565 Metalligessel 31 710 545 Muenoh Ruck 67 187.3 74.75 Preusság 13 196 164 Rhein West Elect 18 307 240 Rosentha 28	17.5 11.45:BHP 13.65 19.35 10.50 mith CG Stigar 18.00 0.47 0.15:Brunswick Oil 0.38 19.35 10.50 mith CG Stigar 18.00 7.10 4.40 CRA 4.60 19.5 12.50 mith CG Stigar 18.00 19.5 12.50 mith CG Stigar 18.00 19.5 12.50 mith CG Stigar 18.76 19.50 12.50 mith CG Stigar 18.76 19.50 12.50 mith CG Stigar 18.76 19.50 19.50 12.50 mith CG Stigar 18.76 19.50 mith CG Stigar 18.70 19.50 mith CG Stigar 19.70				
Feb. Feb. Feb. Feb. Feb. Feb. Feb. Feb.	Feb. Feb. 1980/81 19 18 17 High Low AUSTRALIA AU OTC. (1/1/89) 565.2 561.9 844.1 841.1 748.2 (17/11) 508.1 (5/1/89)	High Low 2 286.1 228.5 Stemens 25	.8 0.70 0.25 Gluff Off (Aust) 0.69 (Discount of 30%) 1.41 1.25 Cockburn Centr. 1.25 1.260 Coles (G.J.) 2.46 6.20 5.96 Coms Cold 5.60 5.60 Cons Cold 5.60 Coles (G.J.) 2.46 Col				
H'me B'nds 62,34 62,74 62,34! 65.00 65,15 78.61 90.96 90.96 (23/6) (18/12) Transport 578.18 388.67381.61 399.64 389.67 391.73 (25.68 235.89 425.68 12.28 (28/1)) (27/6) (28/1	Metal & Mirris. (1/1/90) 595.0 592.4 570.5 588.8 816.0 (17/17) 492.5 (28/6) AUSTRIA Credit Aktien (2/1/92) 88.89 88.84 85.84 88.90 89.49 (7/1/80) 68.85 (18/2/81) BELGIUM	114 100 Semperit 103 191 136 Volkswagen 14 155 259 250 Volkswagen 255 255 Volkswagen 255 BELGIUM/LUXEMBOURG FRANCE	5.70 2.05(Constain 3.63 0.79 Acestra 0.85 1.40 0.71(Dunlop 1.12 4.67 2.45(Banco Brasil 3.65 2.30 1.20(Edgr Smith GW 1.29 1.65 1.45) 1.45(Banco Brasil 3.65 1.45)				
Trading Vol 41,886 41,830 48,410.37,946 38,389 34,790 — — — — — — — — — — — — — — — — — — —	Belgian SE (81/12/88) 94.72 85.66 85.62 86.75 105.75 (11/2/88) 82.42 (7/1 81) DENMARK Copenhagen SE (1/1/78) 105.95 103.65 104.98 184.78 104.98 (15/2/81) 74.76 (5/6) FRANCE	1980.81 Feb. 20 Price High Low Fis. 2,450 1,034 ARBED 1,210 1,430 5,530 Emprunt 49,1872.57	9.1 2.50 Hartogen Energy 8.20 2.07 1.00 Pirelli OP 1.48 1.00 1.90 Soluza Oruz 3.48 1.78 4.00 1.90 Soluza Oruz 3.48 1.78 1.78 1.78 1.78 1.78 1.78 1.78 1.7				
Ind. div. yield 2 Feb. 13 Feb. 6 Jan. 30 Year ago (approx 5,87 5,75 5,75 5,75 5,50 STANDARD AND POORS 1980/81 Singe Complete	CAC General (28/12/61) 198.90 188.7 198.1 197.7 129.5 (6/11) 97.1 (6/1/80) 1nd Tendence (6/12/60) 198.91 198.4 199.5 188.2 (20/2/81) 55.4 (27/1/61) GERMANY FAZ-Aktten (6/1/12/66) 229.11 228.89 218.71 218.82 228.89 (25/2/80) 212.78 (23/6) Commorphank(Dec. 1886 260.38) 881.0 574.5 570.8 749.2 (25/2/80) 685.4 (18/2/81)	2,170 1,520 Beksert B. 1,560 500 32,871 32,000 32,00	1.61 1.05 Jones (D) 1.50 TEL AVIV 2.25 0.85 Lennard Oil 0.95 1.51 AVIV 2.25 0.85 Lennard Oil 0.95 4.00 Prices Chapte 9.0 0.60 Meekstharra Ms. 7.30 Company Feb. 22. on the 1.50 Company Feb. 2				
Feb. Feb. Feb. Feb. Feb. Feb. Feb. Feb.	HOLLAND ANP-CBS General (1979) 88.8 88.5 88.7 88.1 90.9 (8/2/81) 74.8 (27/6) ANP-CBS Indust (1979) 86.8 67.5 67.4 86.2 (11/1/80) 58.2 (26/6) HONG KONG	2,500 1,815 GB-lnno	1.78				
Feb. 18 Feb. 11 Feb. 4 Year ago (approx 4,67 4,67 4,70 4,89	HONG KONG Bank (\$1/7/64) 1562.08, 1547.42 1560.29 1820.51 1964.57 (18/11) 738.9 (19/8) 17ALY Banca Comm. Ital (1972) 225.23 225.51 226.71 212.40 225.71 (18/2/61) 88.17 (2/1/60) JAPAN	4,790 8,200 Pan Holding 4,790 578 355 CSF (Thomson) 369 5,920 3,950 Royale Balge 4,950 3,950 CGen Banca 2,920 3,750 256,5 Cie Gen Eaux 644 1,750 1,020 Soc Gen Balge 1,1330 141 Cofimeg 141	1.54 Oatkbridge 2.95				
Ind. P/E Ratio 9.11 9.07 9.09 8.32 Long Gov. Bond Yield 12.68 12.91 12.32 12.67 N.Y.5.E. ALL COMMON Rises and Falls Feb. 30 Feb. 19 Feb. 18	JAPAN Dow Average (16/5/49) 7190.91 7191.65/7157.007135.91 7622.06 (2/2/81) 8476.25 (27/6) Tokyo New SE (4/1/68) 562.80 562.84 561.51 511.94 (2/2/81) 449.81 (16/6) NORWAY Caso SE (1/1/72) 117.88 117.41 118-84 118.55 144.70 (14/2/80) 118.12 (28/6)	5.635 2.576/Sofina 2.795 315 157/C0F 205 2.795 2.00/Solvay 2.550 91 56/Creusot-Loire 2.150 2.735 2.00/Traction Elect 2.150 289 807/CFP 225 1.555 962/UCB 1.120 42.8 30/DNEL 31 1.040 656/Union Minlere 566 1.025 62/Dumez 395 1.795 980/Viellie Mont 1.018 388.8 228.6/Ferodo 261	5.00 1.93 Reckitt & Coln				
Feb. Feb. Feb. Feb. High Low Rises 527 407 828 72,45 72,55 73,59 73,22 61,02 55,30 Unchanged 429 576 524 31	SINGAPORE Straits Times (1886) 778.02 775.64 770.94 747.58 775.75 (18/2/81) 428,75 (6/1/80) SOUTH AFRICA	390 267/Gen Occidental 388 132 62.5 Imetal 78 329.8 224 Laierga 265 732 501 Orest 655 1,858 1,010 Legrand 1,65	2.50 1.55/Tooth 2.59 1srael Bectric Corp 714 - 178 4.06 1.25 trah Mining 3.50 1.95 0.25 Valiant Corset 0.68 0.88 0.55 Wattons 0.68 0.85 0.85 3.85 Western Mining 4.72 Discount Invest 1.25 + 1859 1.25 0.85 0.85 0.85 0.85 0.85 0.85 0.85 0.8				
(28/11) 27/1/88 New Highs 25 12 12 1980/81	Gold (1958) 642.5 614.8 816.4 818.5 1876.1 (22/6) 498.5 (18/6) Industria) (1968) 658.4 555.2 556.5 550.5 550.5 65/11) 458.0 (2/1/80) SPAIN Madrid SE (36/12/80) 112.81 112.21 112.91 114.96 114.28 (17/2/81) 190.0 (38/12/80) SWEDEN	High Low 2 8 8 1,622 Matra 2, 10 925 156,5 108 Andelsbanken 189,6 580 455 Moet Hennessy 470 181,6 102,75 Cop Handelsbank 131,6 89,9 55,1 Moulinex 26	1,70,Woodside Petrol.] 2,50 1,98 1,42 Woolworths 1,96 4,26 2,75 Wormaid Intl				
Industrials GS4.26 SS4.45 SS5.47 SS5.28 423.40 (2912)80] \$22,51 (27/8) Combined SS4.54 S41.85 S47.58 S45.38 379.96 (29/10) 296,50 (27/5) TORONTO Composite 2151.4 2160.3 2185.7 2205.8 2402.2 (28/11) 1792.5 (27/8)	SWEDEN P. (1/1/64) 498.88 471.78 476.88 487.54 475.38 (18/2/87) 554.72 (17/1/88) SWITZERLAND SWITZERLAND 291.80 295.8 296.8 230.4 517.5 (11/2/88) 275.0 (28/6) WORLD	127,2 100,75 Danske Bank 127,2 111,5 123,5 Fechiney 91,75 130,75 East Asiatic 111,8 347,5 346 Fernod Ricard 151,2 171,5 135 Finansbanken 171,2 240, 162,9 Parrier 151,2 15	8 1980-81 Feb. 20 Price Assis				
NEW YORK ACTIVE STOCKS Change Change Friday Stocks Closing on Stocks Closing on traded price day 17,100 52% + 12 Bank America 588,500 28% + 7 Ast. Semicentr. 800,300 311, - 1, Sony 431,600 154, + 1,	Gapital (ntl. (1/1/76) : - 151.5 152.5 150.7 164.8 (28/11) 128.5 (27/8)	270,4 149,5 Forende Dampsk 259,2 219 155,5 GNT Hidgs 210 180 129,26 Nord Kabel 174 418, Redoute 450 115,5 100 Papirisbrikker 105 136,5 106,26 Privatbankerk 134,5 144,9 119,5\$ Gobsin 157,134,5 106,5 107,134,5 106,5 107,134,5	8.80 4.46:DBS 7.80 5.40 5.40 5.40 5.40 5.40 5.40 5.40 5.4				
Astra Life 784,500 30, - \ Teras instrints 410,200 103, - 3, Combustin. Eng. 619,700 374, - 2\ Combustin Air 618,100 62 - 2 Transamenca 388,500 16 + 1,	800: NYSE All Common—50; Standard and Poors—10; and Toronto—1,000; the last named based on 1975. † Excluding bonds, ‡ 400 industrials. § 400 kndustrials plus 40 Utilities. 40 Financials and 29 Transports. (c) Closed.	134,6 105 Provinshanken 133,6 568,3kis Rossignol 591 502,4 229,20 Smidth (FLL 296 558 2560 Sust 302 655,4 302,4 8. Berandsen 654 1,395 568 Telemech Elect 1,395 568 568 Telemech Elect 1,395 568 Tel	1 4.26, 2.66.Sime Darby. 3.78 of the dividest stress of the dividest stress of the dividest stress of the divident				

ه یکامن برحول

A copy of this Advertisement having attached thereto the statement of adjustments made by the reporting accountants in relation to the accounts comprised in their reports and giving their reasons therefor, together with the letters of consent and copies of the material contracts reformed to herein have been delivered to the Registrar of Companies for registration. This document includes particulars given in compliance with the Regulations of the Council of The Stock Exchange for the purpose of giving information with regard to the Company. The Directors have taken all reasonable care to ensure that the facts stated herein are true and accurate in all material respects and that there are no other material facts the omission of which would make misleading any statement herein whether of fact or of opinion. All the Directors accept responsibility accordingly. Application has been made to the Council of The Stock Exchange for the admission to the Official List of the issued share capital of the Company.

Espley-Tyas Property Group

public limited company (incorporated in England No. 245258)

Authorised

Share Capital

£3,500,000 in 14,000,000 Ordinary Shares of 25p each

Issued and presently to be issued fully paid £1,773,573



At 31st January, 1981 the Group had outstanding £2,752,231 of secured borrowings, £160,143 of unsecured bank overdrafts or other indebtedness in the nature of borrowing, £269,000 of guarantee commitment and £7,026 of outstanding hire purchase commitments. Save as aforesaid, and disregarding inter-group liabilities, the Group did not have at that date any debentures or other loan capital outstanding, or created but unissued, or other borrowings or indebtedness in the nature of borrowings including bank overdrafts and liabilities under acceptances (other than normal trade bills) or acceptance credits, mortgages, hire purchase commitments, or guarantees or other material contingent liabilities.

A placing by Carr, Sebag & Co. of 4,000,000 Ordinary Shares of 25p each at 75p per share

RONALD AUSTIN SHUCK (Chairman and Chief Executive) Chadwick Grange, Chadwick Lane, Knowle, Solihull, West Midlands B39 0IS **RONALD BRUCE LAMBON** Park Hall House, Salford Priors, Evesham WR11 5SQ. STANLEY TYAS
54 Mountford Close, Wellesbourne, Warwick CV35 9NH

· ALEC HARRY EDWARDS Bysways, 18 Worcester Road, Evesham, Worcestershire WR11 4JV PAUL FRANCIS BOYDELL COOPER, C.A. 17 Henley Drive, Kingston, Surrey KT2 7EB RONALD WILLIAM AITKEN, F.C.A. 212 Ashley Gardens, Emery Hill Street, London SW1P 1PA

JOHN WHITTAKER ... Great Hey Farm, Church Lane, Edenfield, Bury, Lancashire BLO OQL KENNETH ANKERS JONES, F.C.A., A.T.L.L. Rivendell, 22 Green Park Close, Green Mount, Bury, Lancashire BL8 4QB

Definitions

The following definitions are used in this document:-

Espiey-Tyze "Espley-Tyas Group "Espley-Menston"

Meaning
Espley-Tyas Property Group public limited company (formerly Clover Croft & State public limited company)
Espley-Tyas Group Limited
Espley-Tyas and its anticidences
Espley-Tyas and its anticidences Espley-Manston Limited Queen Street Warehouse (Holdings) Limited Consult Securities International Limited Consult Property Development Company Limited

Drakey Limited
Glanceks Limited
The New Richmond Club, Limited Chadwick, Consult Property, Delvan, Drakey, Glenosis and New Richmond Menston (Contractors) Limited

Secretary and Registered Office THOMAS CRAIG STEVENSON, C.A. Park Hall, Salford Priors, Evesham WR11 5SQ.

Auditors and Joint Reporting Accountants COOPERS & LYBRAND, Chartered Accountants, 43 Temple Row, Birmingham B2 5JT

Joint Reporting Accountants CHALMERS, IMPEY & CO., Chartered Accountants, Edmund House, 12 Newhall Street, Birmingham B3 3EP

SUMMARY OF PLACING INFORMATION

The following information relating to the Group should be read in conjunction with the full text of these Particulars from which it is derived :---Placing price 74.2p Net asset value per share Adjusted net asset value per share 79.4p Forecast dividend per share (inclusive of associated tax credit) 3.3p Prospective annualised gross dividend yield at the placing price 7.5% Dividend cover 1.9x

the Property Acquisition "the Queen Street

20th February, 1981

Carr, Sebag & Co. the major part of Belle Vue Amusement Park, Manche Wakefield 41 Yorkshire Science Centre, Wakefield, West Yorkshire the Agreements each dated 19th June, 1980 (as varied by three sets of Sur

mental Agreements dated 29th August and 7th November, 1980 and 26th January, 1981) under which Queen Street agreed to acquire the issued share capitals of Delvan, Drakey and Glenoaks. the Agreement dated 29th August, 1980 (as varied by a Supplemental Agreement dated 29th January, 1981) under which the Company agreed to acquire Consult's controlling shareholding in Queen Street, the issued share capitals of Chadwick

and Consult Property and to make an offer for the balance of the Queen Street the Agreement dated 29th August, 1980 (as varied by a Supplemental Agree-ment dated 26th January, 1981) under which the Company agreed to make an offer to acquire the issued share capital of Espley-Tyas

BARCLAYS BANK LIMITED, 10 High Street, Solihull, West Midlands B91 3TE and 26 Silver Street, Bury, Lancashire BL9 0JP LLOYDS BANK LIMITED, 19 High Street, Evesham WR11 4DQ NATIONAL WESTMINSTER BANK LIMITED,

218 Old Street, London EC1V 9DB

CARR, SEBAG & CO., Windsor House, 39 King Street, London EC2V 8BA and The Stock Exchange

To the Company and the Placing: ERIC LEVINE & CO., 63 Lincoln's Inn Fields, London WC2A 3LW EVERSHED & TOMKINSON, 10 Newhall Street, Birmingham B3 3LX

Registrars and Transfer Office KEYSER ULLMANN REGISTRARS LIMITED, North Wing, Bevis Marks House,

Goring Street, London EC3A 7HY

Definition the Bella Vue"

the Agreement dated 28th January, 1981 under which the Company, conditional upon the grant of planning permission, agreed to acquire for redevelopment the freehold of Belle Vue

the Agreement dated 5th December, 1990 regulating the rights and obligations of "the Espley-Manston the Agreement dated 26th January, 1981 under which the Company ogreed to acquire Consult's holding of 51 'A' Ordinary Shates of Espley-Manston and to assume the benefits and obligations derived by Consult under the Espley-"the Espley-Manston

the Agreement dated 11th December, 1980 for the acquisition of a 5.1 acre "the Eastleich freehold development site in Eastleigh, Hampshire

"the Placing Agreement"

the Agreement dated 20th February, 1981 under which Carr Sebag agreed to subscribe for 2,415,350 Ordinary Shares of the Company and to acquire 1,584,650 Ordinary Shares the Company and its subsidiaries after implementation of the Property Acquisition Agreements, the Queen Street Agreement, the Espley-Tyas Agreement and the

The following is a copy of a letter to Carr Sebag from Mr. Ronald A. Shuck, Chairman of the Company:-Carr, Sebag & Co., Windsor House,

In connection with the Placing of 4,000,000 Ordinary Shares of the Company I have pleasure in providing

1. Introduction

The activities of the Group fell into two basic areas, property development and construction.

The property development activities comprise various projects which I have undertaken in recent years.

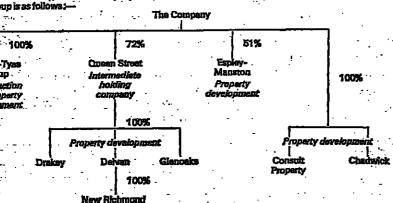
My involvement in property began in 1961. In 1972 I was Chairman and Managing Director of Cornwall Property (Holdings) Limited, a property company whose shares were listed on The Stock Exchange and which was sold in late 1973 for some £28 million. Since that time I have continued my Involvement in property which was sold in late 1973 for some 128 million. Since that time I have continued by involvement in property interests in the United Kingdom through the Group, subject to the exception of certain existing developments where either the minority interests in them or the stage of their development make it inappropriate for them to be brought into the Group. These developments should be completed within 2 years.

The Espley-Type Group is long established and forms the construction interests of the Group, it has completed a number of property de-More recently the Company has started to build up a portfolio of major property development oppor-

the 55 acre Belle Vue site, which it has agreed to acquire subject to planning permission being obtained for lessure, shopping, exhibition half, industrial and residential uses; and the 245 acre Wakefield 41 industrial park, which is to be developed in stages through the Company's 51 per cent, subsidiary, Espley-Manston.

The triginal business of the Company was closed in the financial year ended 31st March, 1980 and the assets sold, resulting in a cash surplus of approximately £550,000.

On 20th February, 1981 the Company completed certain acquisitions as a result of which the composition of the Group is as follows:—



isting to the history of the Group is given in Appendix 1. Financial information

ring are the current development projects:—

The New Richmond Club is a 1.38 acre freehold development site fronting the River Thames with planning permission for a mixed development comprising a 8,500 square feet (not lettable space) office block and 12 luxury residences overlooking the River, it is proposed to fund the office development with an institution and self the residential content. The site has been valued by James Andrew & Partners. onsultant Surveyors, at £850,000. West Bromwich, West Midlands

The development comprises a 6.5 acre freshold industrial site which is prelet to George Salter & Company Limited and forward sold to Co-operative Insurance Society Limited. The development will be completed in March, 1981 and the anticipated share in the development profit is £400,000.

High Street, stourprage

This is a vacant freshold site with planning paraission for a shopping parade, which has been valued by Widdowson & Co., Chartesed Surveyors, at £530,000. Building is expected to commence shortly and will be financed out of Group resources. Vulcan Road, Sheffield The staged development of this 6.4 acre freehold site for light industry and warehousing has

already commenced. The lend has been forward sold to Pension Funds Securities Limited and the participation in the development profit is anticipated to be £500,000. This is a freehold development are of approximately 0.4 acres for which there is planning persion for offices and showrooms. It has been valued by Brown, Hayward & Partners, Chartered reyors, at £150,000, it is intended to fund the development with an institution.

High Street, Banbury

This is a vacant freehold shop and office property acquired in Decamber 1980 for £165,000 which is to be refurbished, utilizing Group resources.

Vicercy Close comprises 8 long leasehold blocks of flats, which have been valued by Brown, Hayward 8 Partners at £750,000. A programme for the sale of the individual flats to sitting tenants, or as they become vacant is underway.

Copies of the relevant valuation certificates are set out in Appendix IV.

The following are the new development projects:-

The Company has egreed to purchase the 65 eye freehold site of Belle Vue from Entan Leisure
Limited at a price of £2.2 million, subject to planning consent being obtained for a change from the
present mixed leisure test to leisure, shopping, exhibition half, industrial and residential nece.

It is intended to sell the residential content and undertake the remainder of the development for

Wakefield 41 is a 245 acre freehold industrial park situated at junction 41 of the M1 motorway and within 3 miles of the M62. Outline planning permission has been obtained in respect of 204 acres and the entire project, which it is anticipated will span seven years, will comprise approximately 4 million aquarefeet of lettable space.

Work has commenced on the first phase, in respect of which International Sports Company Limited. a subsidiary of Dunlop Limited, has agreed to lease 60,000 square feet for a term of 25 years at a commencing rental of £120,000 per annum with five year upward reviews. The same company is also currently negotiating to take an additional 56,000 square feet of warehouse space and 6,000 square feet

The funding of the first three phases extending to approximately 28 acres and providing 500,000 square feet of lettable space, including the letting to International Sports Company Limited, is to be provided by Co-operative Insurance Society Limited on the basis of a sale and leaseback of the land and

Simon Houlston & Partners, Chartered Surveyors, have valued the site reflecting the funding regements at £8 million. A copy of the valuation certificate is set out in Appendix IV.

The development of Wakefield 41 is the principal activity of Espley-Manston, which is a 51 per cent. subsidiary of the Company. The remainder of the share capital is owned, directly or indirectly, as to 20 per cent. by two of the Manston directors, namely Mr. P. Gilman and Mr. B. Gregory and as to 29 per cent. by Somersdale, an independent private investment company unconnected with either me or the Company. Somersdale is responsible for providing a facility of up to £3.7 million for the acquisition of the site and its improvement. Manston, which is part of an independent construction group operating in the Leeds area, is to serve as the main contractor on a predetermined cost basis. The Company will coment but has neither committed funds to the acquisition of the property or its development nor is it obliged to do so.

or is development not is it colleged to do so.

The history of Esplay-Manston is set out in Appendix I and the principal rights and obligations of the Esplay-Manston shareholders *inter* se and their respective involvements in Esplay-Manston are set out in paragraph D of Appendix V under the heading "Statutory and general information". agn, southenpoor. The Company has acquired a vacant freehold site of 5.1 scres with outline planning consent for a

110,000 square feet mixed warehouse and industrial development. The site is close to the new exit from the M27 leading to the Port of Southampton. Negotiations have commenced for the institutional

The Espley-Tyas Group has a reputation for high quality building and completion on time. Over the ears separate subsidiaries have been incorporated to undertake specialist activities related to the construction industry. The Esplay-Tyas Group offers a comprehensive range of services both as main contractor and as pecialist sub-contractor. Notable projects in recent years include the maximum security prison at Long Lartin, specialist sub-contractor, Notable projects in receiv years include the maximum security prison at Long Lann, the Fire Services' National Technical College at Moreton-in-Marsh, the Hereford and Worcester County Council Headquarters at Worcester, an office and warehouse complex for Halfords Limited at Reddirch New Town and an office block in Hereford for H. P. Bulmer Limited, Turnover for the year ended 30th September, 1980 was approximately £35.5 million, of which 69 per cent. was public sector work and 31 per cent.

private sector.

For the year ended 30th September, 1980 the Espley-Tyas Group made a net profit of £508,000 before providing for losses of its Cardiff-based contracting subsidiary, John Morgan (Construction) Limited, which (after making full provision for known and anticipated losses) amounted to £1.8 million. These losses malely arose out of five contracts, of which two have been completed and the remainder are programmed for completion by April 1981. During the course of the contracts it became clear that they had been materially underpriced. The subsidiary has been placed under the direct contracts.

lering methods, management and policy have been changed.

At this time work outstanding under existing contracts amounts to £28 million which includes firm

the time work outstanding under existing contracts amounts to £28 million which includes firm

the time work outstanding under existing contracts amounts to £28 million which includes firm for National Defence establishments, the Telecommunications Division of the Post Office ion, the British Broadcasting Corporation, Littlewoods Meil Order Stores Limited and J. Sainsbury

rer sy naves direct. The Espley-Tyas Group undertook its first office development in 1971 at 280/264 Castle Street, Dudley ass since completed a number of property developments which are now held as investments. These and and has since completed a number of property developments which are now held as investments. These and other Esplay-Tyas Group properties have a gross value of £2.4 million; the principal properties are more particularly described in paragraph 7 under the heading "Properties of the Group".

Espley's Do-It-Yourself Limited, an Espley-Tyas wholly-owned subsidiary, operates a retail D.I.Y. shop in a prime location in High Street, Evasham, as part of the Espley shopping precinct.

Management and Staff
The business of the Group is conducted by the Executive Directors who comprise: Myself (43), the Group Chairman and Chief Executive; I am a structural engineer with many years' experience as Executive Chairman of property and industrial companies, both public and private; I am also the Executive Chairman of London & Liverpool Trust Limited, a listed industrial holding company. Mr. R. B. Lambon (60), the Chairman and Chief Executive of the Espley-Type Group with whom he has served as executive of refer to for 28 years.

Mr. S. Tyas (87), one of the founders of the "Coleman and Tyas" construction business, has been in the

building industry since 1947. Mr. A. H. Edwards (52), the Managing Director of the Esplay-Tyas construction division, has served the Esplay-Tyas Group as executive director for 12 years.

Mr. P. F. B. Cooper (50), the Finance Director, has been a financial consultant for 10 years, the last two as a Director of Queen Street. Prior to this he held senior financial positions with the Alcan group of

compenies for 12 years in Canada and England. He also qualified as a barrister.

The Executive Directors other than Mr. Tyss and Mr. Cooper have entered into Service Agreements the datails of which are given in paragraph F of Appendix V. There are 3 non-executive Directors: Mr. R. W. Airken (47), formerly a senior partner of Binder Hamlyn, Chartered Accountants, and now a

director of a number of listed and private companies. He is Chairman of Barker & Dobson Group Limited, Kunick Holdings Limited and Powerson Holdings Limited and Joint Chairman of Belhaven Brewery M_{ℓ} . Whittaker (38), the Chairman of a number of companies in the textile and property fields.

The separate activities of the Group are directed by ten experienced executives the details of whose qualifications and responsibilities are also given in paragraph F of Appendix V.

The Group has 820 full-time employees of whom 805 are engaged in construction and the remainder in administration and property development. Staff relations throughout the Group have always been good.

The interests, all beneficial, of the Directors in the share capital of the Company, following completion of saging arrangements described in paregraph 11 below, will be as follows:—

R. B. Lambon

Percentage of 1.462.871 211,189 0.1 0.1

Save as indicated below no other Directors have any such interest in the share capital of the Company. My own shareholding, which includes that of Consult, will increase upon the issue of the deferred ideration under the Queen Street and Esplay-Manston Agreements. The maximum deferred consideration amounts to 4,414,496 Ordinary Shares which, if issued, would increase my total shareholding to 5.877,367

The Directors are not aware of any other holding which exceeds 5 per cent. of the issued share capital. Ronnie Aitken & Associates, which is owned by Mr. Aitken, has an option exercisable over 12 months from 26th August, 1980, to acquire 21,428 Ordinary Shares of the Company from Consult at a price of £15,000. The total emoluments of the then Directors of the Company for the 12-month period ended 31st March, 1980 were £4,900. Under the arrangements now in force the aggregate emoluments of the Directors of the Company on an annual basis will be £113,250, subject to annual review.

6. Pro forma balance sheets of the Group

ollowing assumptions have been made in preparing the pro forms balance sheets of the Group:
implementation of the Property Acquisition Agreements, the Queen Street Agreement, the Esplay-Type Agreement and the Esplay-Manston Agreement; and

acceptance by all the shareholders of Espley-Tyas and Queen Street of the offers for their shares.

The pro forms belance sheet (column A) is based on the audited accounts of the constituent companies as at 30th tember, 1980 with the exception of the Company and Queen Street where draft accounts have been used, since audited below that have been produced since 31st March and 6th February, 1980 reportively. Acquisitions of property and the ling of shares subsequent to 30th September, 1980 referred to in these Particulars have been included. Any deferred picture of the shares subsequent to 30th September, 1980 referred to in these Particulars have been included. Any deferred picture of the shares subsequent to 30th September, 1980 referred to in these Particulars have been included.

consideration due under une autore autore autore autore autore autore autore des attained at some future date.

The adjusted proforms belence sheet (column B) includes properties held for development and projects under development at the amounts at which they have been currently professionally re-valued after allowing for extracted fax arising on such re-valuation surpluses and efter taking into account any defened consideration which would arise consequent upon such valuations (as to which see paragraph E of Appendix V).

A

B

		. А		4-27		
					justeď	
•	Fixed assets	£'000	£°000 1,771	£'000	£'000 1,771	
	Investment in associated company		310		310	
	Properties held for investment		1,519		1 ,519	
	Properties held for and projects under development		10,650		13,987	
	Current assets		-		-	
	Stock and work in progress	3.155		3,155		
	Debtors	844		844		
	Cash	1.806		1.806		
			5,305		5.805	
			20,055		23,392	
	Current liabilities				•	
	Creditors	4,610		4,610		
	Balance payable on purchase of					
	Belle Vue and Eastleigh	3,100		3,100		
	Amounts due to related companies	34		34		
	Amount due to Consult	477		477		
	Bank overdrafts	1,464		7,464		
	Loans	583		583		
			10.268		10,268	
			£9,787		£13,124	
	•				Z10,127	
	Share Capital					
	Ordinary Shares of 25p each		1,816		1,835	
	Share premium		2,711		2,746	
	Reserves		859		1.287	
			5,386		5.868	
	Deferred taxation		365		2.809	
			689		1,100	
	Minority interests		3,347		3.347	
	Long term loans					
	•		£9,787		£13.124	
			7120		70.40	
	Net asset value per share		74.2p		72.4p	
	•					

7. Properties of the Group In addition to the properties held for development which are described in paragraph 3, the Group has other properties which it occupies or which, being completed developments, are held for investment.

A. Properties held for investment The following are the principal investment properties, all freehold, held by the Group :--

White Lion Walk Development, High Street, Banbury, Oxfordshire

The property comprises the White Lion Hotel, offices and 14 shop units. The hotel is let for a term of 35 years from 25th March, 1976 at an annual rent of £10,000, the offices for a term of 25 years from 24th June, 1976 at an annual rent of £4,000 both with upward reviews every 5 years. The shop units are let for terms of 25 years commencing mainly in 1976 and 1977 at an aggregate rent of £58,000 p.a. with upward reviews every 5 years and in the case of one unit also in the third and fourth years. The maintenance of the first part registers take place in 1997 and 1997. ws take place in 1981 and 1982. The property has been valued by Widdowson & Co. at £825,000. Espley Shopping Precinct, 58/62 High Street, Evesham

The property comprises 6 shop units, a supermarket and 6 office suites. The shops are let for varying terms from 5 to 21 years with upward rent reviews mainly every 3 years. The supermarket is let on an annual basis and the offices for varying terms from 4 to 14 years. The present total annual tent is £20,376. The property has been valued by Widdowson & Co. at £400,000. Salford House, New Street, Stourport-on-Severn

The property comprises a three-storey office block, each floor separately let for a term of 25 years with five year upward rent reviews at a present total annual rent of £13,733. It has been valued by 83-109 Lower Lickhill Road, Stourport-on-Severn

The property comprises 4 shop units, a supermarket and 7 flats. The shops are let as units for terms of 25 years with upward rent reviews. The total present annual tent is £12,215. The property has been valued by Widdowson & Co. at £85,000. Further details of the properties and the lettings are given in the valuation certificates which are set out in Appendix IV.

B. Properties occupied

ing are the principal properties occupied by the Group:---Park Hall, Salford Priors, Evestiam

The freehold property comprises Park Holl, a three-storey building used as offices and Park Holl. House, a private residence, which is let to Mr. R. B. Lambon for the currency of his directorship at a low rental. The property has been valued by Widdowson & Co. at £300,000.

The freshold property comprises offices, builder's yard, industrial buildings, agricultural land and a cottage. The cottage is let on a regulated tenancy. The property has been valued by Widdowson & Co. at £260,000.

150,000

Total £

April 18 Burns

Depot, Lackwith Industrial Estata The lessehold property comprises times warehouses, two Group occupied and the other sublet for a term of 33 years from 1968 at an annual rept of £5,000. The whole property has been valued by Widdowson & Co. at £195,000.

Working capital

The Directors consider that the Group, after taking into account the share subscription monies referred to in paragraph 11 below and after payment of the amounts currently due in connection with the various acquisitions referred to in this document and the costs of the relisting of the Company's based share capital. has sufficient working capital for its present requirements.

Prospects and future policy
The Company has the benefit of a wide range of contacts and experience in the property and construction fields. The Directors believe that the property market, certainly as regards good quality commercial and industrial projects, remains strong. The Group has a portfolio of investment properties and a number of substantial development projects. It will continue the policy of financing site acquisitions from its own resources and prefunding developments with institutions, benefiting from the institutional connections which I and my colleagues have developed over the years. It is the intention to seek new development opportunities and build up a balanced investment portfolio of prime office, commercial and industrial properties both in the United Kinerdom and contracts.

At the same time the construction activities will be furthered, building upon the Espley-Tyse name and reputation. The losses incurred in 1980 by John Morgan (Construction) Limited were exceptional and should not recur. It is intended that the construction work from property developments undertaken by the Group would, whenever practicable, flow to Espley-Tyss.

With the wide experience of the executive team the Directors consider that the Company should enjoy a

10. Profit and dividend forecast. In preparing the forecast of Group profits for the year ending 30th September, 1981 the Directors have made the following principal assumptions:—

economic conditions will not materially worsen from those currently prevailing, nor will there be ny further out-backs in Government spending, such as to affect the forecast of new contracts to be obtained in the period under review; the construction and development programme will not be seriously affected by industrial disputes

or adverse weather conditions; the gross margin on construction work will not be materially different from that earned to date;

there will be no significant change in the property market such as to affect the currently forecast outcome of those developments not pre-let or pre-sold; increase in costs will be in line with the current level of Inflation;

finance for the programme of construction and development will continue to be available at the interest rates currently prevailing; there will be no material changes in the rates and bases of taxation, both direct and indirect; and these will be no change in accounting policies in the Group.

On the basis of these assumptions, the Directors forecast that, subject to unforested directors forecast that, subject to unforested directors for the year to 30th September, 1981 will be not less than £1,600,000 of which £920,000 has been capitalised and will be deducted in arriving at the profit attributable to Shareholders. The estimated tax charge based upon this est is £330,000.

The Directors expect, subject to unforeseen circumstances, to recommended a dividend on the enlarged issued share capital in respect of the period from 20th February to 30th September, 1981 of 3.3p per share (inclusive of the associated tax credit) which would be equivalent, on the basis of a full year, to approximately 5.5p, a yield at the placing price of 7.5%. It is intended to pay this dividend in February, 1982.

Copies of the report of Coopers & Lybrand, Chartered Accountants, and of Can Sebag's latter both' relating to the profit forcest are set out in Appendix III.

relating to the profit forecast are set out in Appendix III.

11. Placing arrangements

Under the Placing Agreement Carr Sebeg has agreed, subject to the Council of The Stock Exchange admitting the issued share capital of the Company to the Official List not later than 11th March, 1981, to subscribe directly for 2,415,350 Ordinary Shares of 25p each of the Company at 75p per Share and to purchase 950,000 Ordinary Shares from Consult and me and 634,650 Ordinary Shares from Largs Limited at the price of 75p per Share and to place all such Shares at that price. £1,811,512 will be received by the Company in respect of the subscription of the 2,415,350 Ordinary Shares which, after payment of costs, will be applied as part of its working capital to finance the expansion of the Group. 25 per cent. of the Shares being placed will be made available to the market. Yours truly,

RONALD A. SHUCK,

APPENDIX : History of the Group

The Company was incorporated in England as a public company on 22nd January, 1930 under the name Clover Croft & State Limited to acquire the business of cotton spinners, doublers and dyers then carried on by Clover Mill (Rochdele) Limited, Croft Mill Limited and State Mill Limited, throe private companies. In late 1973 Agreemin Limited, as agents for Large Limited, acquired a controlling interest in the Company. Retionalisation of production facilities followed in an effort to combart the pressures then facing the Company in common with the rest of the Lancashire spinning industry. But even reduced overheads failed to arrest the impact on the Company's business of the Inflow of subsidised imported yern. Diversing the pushfels are preductive and the production of the Company is business of the Inflow of subsidised imported yern. Diversing the pushfels are preductive and the production of the Company is pushfels in production. The Company are defined to what fication into synthetic product lines did not compensate for the decline in production. The Company was obliged to wind inder of its business and sell its assets.

Cown the remainder or its pushess also sell into assert and the Cueen Street Agreement and the Espley-Tyas Agreement. On 28th August, 1980 the Company entered into the Espley-Manston Agreement and the Belle Vire Agreement. On 24th December, 1980 the Company entered into the Espley-Manston Agreement and the Belle Vire Agreement. On 24th December, 1980 the Company re-registered as a public company pursuant to the provisions of the Companies Act 1980. On 20th February, 1981 following completion of its offer to acquire the issued share capital of Espley-Tyas the Company changed its name to Espley-Tyas Property Group public limited company.

Queen Street was incorporated as a private company on 7th April, 1955 under the name Queen Street Warehouse Limited and subsequently converted to a public company on 5th November, 1962. The name was changed to its present name on 26th October, 1972. It is a holding company whose subsidiaries were principally involved in the businesses of wholesaling and ratalling of general and fancy goods and the retailing of furniture under the style of "John Webb". The businesses proved unsuccessful despite various efforts to turn them round, and were closed down or sold. The last retail store was closed in February 1975 and the shares of the wholly-owned subsidiary which ran the John Webb furniture business were sold in March 1980, following approval of the transaction by Queen Street shareholders. The Ordinary Shares were fisted on The Stock Exchange on 14th November, 1962 but were suspended on 2nd July, 1975. They were subsequently dealt in under Rule 163(2) of The Stock Exchange Rules but the facility to make bargains was withdrawn on 23rd November, 1979 at Queen Street prequest. On 19th June, 1980 Queen Street entered into the "Property Acquisition Agreements and on 29th August, 1980 the Company entered into the Queen Street agreement. Queen Street had net tangible assets of approximately £240,000 as at 31st October,1980 and capital losses amounting to approximately £1 million.

Consult is an investment company owned by Mr. Shock which administers inter alle the greater part of his property activities. Normally each property development or activity is undertaken in a separate subsidiary. Under the Property Acquisition Agreements, Consult agreed to sell to Queen Street the Issued share capitals of Delvan, Drakay and Glenoaks, three of its property subsidiaries.

Delvan was incorporated on 11th April, 1972 and was an investment company until acquired by Consult in sember, 1979. It then purchased the share capital of New Richmond, a company incorporated on 20th July, 1916 owning The New Richmond Club, Richmond, Surrey from the former Club members.

Drakey was incorporated on 28th February, 1978 and participates in the development at West Bro

to develop.

Under the Queen Street Agreement Consult agreed to sell to the Company the compolling shareholding in Queen Street and of the Company of the Company of Consult Property and its 50 per d. shareholding in Chadwick; Mr. Shuck also agreed to sell his 50 per cent, shareholding in Chadwick to the Company.

Consult Research Consult Property

Consult Property was incorporated on 30th October, 1978 and is undertaking the staged develop

Vulcan Road property.

Chadwick was incorpora Harborne frechold developmen ed on 4th February, 1974, and owns the long leasehold interest in Viceroy Close and the

The Esplay-Tyas Group

Esplay-Tyas was incorporated on 24th August, 1888 as a private company under the name of Esplay & Co., Limited to acquire the business of timber merchants, saw mill proprietors and builders' merchants previously carried on by Afried Esplay and Joseph Balley under the style "Esplay & Company". Pollowing the acquiration of the issued share capital of Tyas Construction Company Limited, the name was changed on 31st October, 1988 to Esplay-Tyas Group Limited and on 20th February, 1981 it was changed again to Esplay-Tyas Construction Group Limited.

Coloman and Tyas Limited was incorporated on 30th December, 1949 to acquire the business of builders and contractors carried on by Frederick Thomas Coloman and Stanley Tyas under the style "Coloman and Tyas". On 23rd December, 1963 its name was changed to Tyas Construction Company Limited, Mr. S. Tyas having acquired the interest of Mr. Coloman, and then on 31st October, 1968 to Esplay-Tyas Construction Limited.

Jaymorgan Limited was incorporated on 27th July, 1922 under the name Price & Morgan Limited, changing its name first on 27th September, 1980 to John Morgan (Builders) Limited, on 5th April, 1971 to Jaymorgan (Holdings) Limited and then on 30th March, 1977 to Jaymorgan Limited, John Morgan (Construction) Limited is a subsidiary of Jaymorgan Limited. Esplay-Tyas and Leigh Developments Limited each has a 50 per cent. Interest, was incorporated on 3rd July, 1973, it undertook a number of property developments Some of which were not profitable but full provision has been made for all attributable losses.

Explay-Manston
Explay-Manston was incorporated on 8th September, 1980 under the name Lowhurst Limited. On 6th November, 1980 is name was changed to Explay-Manston Limited. Negotiations for the acquisition of Wakehold 41 began in July 1980 and culminated in an appearance for purchase of the site on 6th October, 1980. Consult assigned the benefit of this contract to Explay-Manston at its cost.

The share capital of Explay-Manston is £100 divided into 51 'A' Ordinary Shares owned by the Company, 20 'B' Ordinary Shares owned depotity, or indirectly, by two of the Manston directors and 29 'C' Ordinary Shares owned by Somessdake, all of £1 each. The Shares tank part pessu in all respects save that the 'A' Ordinary Shares have the right to spoint one director who has the right to four votes at Board Meetings, the '6' Ordinary Shares the night to appoint two directors having one vote each and the 'C' Ordinary Shares the right to appoint one director having two votes. As regards contain specific matters the voting rights of the 'A' Ordinary Shares became the combined voting rights of the 'B' and 'C' Ordinary Shares.

APPENDIX II

Financial information relating to the Group A. The Esplay-Tyes Group
The following is a copy of the Re of Chalmans, Impey & Co., Chartered Accountants, on the Esplay-Tyes Group :-

The Directors, Clover Croit & State public limited company

Cuba House, Bolton Road North, Stubbins,

Gentlemen,

We have aximited the consolidated balance sheet of Esplay-Tyas Group Limited ("Esplay-Tyas") and its subsidiaries at 30th September, 1980 and the related consolidated profit and loss accounts for the five year ended on that date, which have been prepared on the bases described in the accounting policies shown below.

Throughout the period the accounts have been audited by us and we have expressed unqualified opinions thereon, The financial information sot out below is based upon the audited occounts of Esplay-Tyas after making such adjustments as we consider appropriate. The principal adjustments relate to the change of bases for accounting for deferred taxation and a fundamental error in the estimation of the associated company's loss for the year ended 30th September, 1979.

In our opinion the financial information shown below, which has been prepared under the historical cost convention as modified by the revaluation of freshold and long leasehold property, gives a rule and fair view of the state of affairs of Esplay-Tyas at 30th September, 1880 and of its results for each of the tive years ended on that date.

Accounting Policies

ounting Pencies The accounts comply with the Statements of Standard Accounting Practice approved to date by the Councils of the accounting bodges and the accounting policies considered to be material in relation to these accounts are dealt with

Fixed essets
Fixed assets are shown at cost or valuation.

Depreciation has been provided on fixed assets mainly on a straight line basis, and in other cases (site buts, seaffolding, fixtures and fittings) by the reducing balance method, the rates used being according to the type of asset. In each case the method and rate used is intended to depreciate the asset fully during its estimated useful life as

Freehold land and investment properties—nii Buildings —2% Plant & equipment —10 --2% ---10% to 25%

3. Locustook and plant
Locus tools and plant are stated at Directors' valuation at 30th September, 1979 adjusted for movements since

work in progress is stated at cost plus attributable profit less amicipated lesses and psyments on account. No credit is taken for claims on contracts until the amount of such a claim is agreed. Contracts remain in work in progress until the final account has been agreed. There is no capitalised interest. 4. Work in progress

Tumover
 Tumover is based on accounts rendered in respect of completed contracts, adjusted for changes in the value of work in progress. Inter-group transactions are excluded.

In progress. Inter-group transactions are excluded.

Deferred transition
Provision for deferred textsion is made, using the flability rusthod on all material things differences, except to the extent that such textsion is not expected to become payable in the foreseeable future.

The provision comprises:—
The provision comprises:—
The provision comprises:— (i) Tex on the excess of capital allowances over the depreciation provision charged in the accounts
(ii) Stock relief

(iii) Advance corporation be recoverance
(iv) Losses carried forward
vision is made for any potential liability which may asse on future disposal of properties which have been

. No in respect of fixed elects are released to profit and loss account in ecoal instalm

Grants recovered in the second state of Espley-Tyes and its substitution.

The Group accounts corrections the economic of Espley-Tyes and its substitution.

S. Associated company, Expley-Laigh Properties | Linksd, its stated at cost together with the Group's chars of the contraction company.

				-	
Profit and less accounts					
Profit-dim 1998 according	•	· V	andad 30th Sept	ambar .	
•	1976	1977	1978	1979	1980
Note	7970 E	14/1	٤	£	Ě
Tumover	~	- .	• • • • • • • • • • • • • • • • • • • •		
Espley-Tyes Group	13.322.044	13,356,383	17.023.611	15,348,168	23,784,639
. Jaymorgan Group		3,853,902	4,991,306	7,089,970	11,697,909
Cost of sales 1					
Esplay-Tyes Group	12,718,668	13,030,119	16,951,140	15,190,918	23,276,300
Jaymorgan Group	=	4,057,914	6,036,433	7,050,869	<u>13,474,</u> 012
Esplay-Tyes Group					
Profit excluding Jaymotten	1 1	1 1	1 . }	()	1 1
Gigup	803.378	326.264	72471	157,250	508,399
Jaymorgan Group 2		1	1	1 1	1 1 1
profit/(loss)	I((104,012)	(45,127)	39,101	(11,776,1 <u>03)</u>
Group operating profit/(loss)	603,376	222,252	27,344	198,351	(1,267,764)
Share of profit/(losses) of	2000018		- 4	, ,,,,,,,,,	1,000,000,000,000
associated company	(10,695)	(37,628)	(13,053)	(156,907)	57,881
Profit/(loss) before taxation	592,681	184,624	14.291	39 444	(1,209,883)
Taxation 3	329,113 -	(455)	1,929	(154,095)	(131,321)
Profit/(loss) after taxation	263.56R	185,079	12.362	183,539	(1,078,562)
Edraordinary nems 4	- 200,040	100/113	60,416	100000	(10,000)
			00,770		
Profit/(loss) site/1200000 sad someordinary items	263,563	400 000	פרד ויל	193,539	(1,078,662)
Transfer to Debenium	203,000	185,079	72,778	254,000	(the shear)
Redemption Reserve	4,000	4,000	4,000	4,000	4,000
Stockmulpators system on	259.588		68,778	189,539	(1,082,582)
Dividends on Cumulative Convertible	403,000	181,079	40114	105,000	(1tencional)
Preferred Ordinary Strates	3,500	3.500	3,500	3,500	3,500
Profit amily mahin to equity					
spanning to admit	. 256,068	177,579	65.27B	186.039	(1,086,062)
Dividends on ordinary shares	10.140	10.140	10,140	10,140	(1)00000001)
Increase/(decrease) in retained profits	£245,928		£55,138	£175,899	(£1:088.062)
rticsages (coccasa) in coranter fucitie	<u> </u>	£167,439	133,100	2113,000	(E1,000,00C)
	-				
Balance Sheet	• •		30th Septem	bër, 1980	
	• •	Espiey	-Tyzs	Grot	mp .
Note	•	Espiey · £	Tyas £	bër, 1980 Grou £	. <u>£</u>
Hote 5			-Tyzs	Grot	rp <u>£</u> 3,268,145
Note	•		Tyas £	Grot	. <u>£</u>
Fand sesses Note 5			-Tyas £ 2.939,361	Grot	3,268,145
Fixed easete Note Investments Trade Associated company			-Tyas £ 2,939,361 74	Grot	3,268,145 74
Fand sessee Note 5 Investments Trade	•		Tyas £ 2,939,361 74 309,535 2,851,560	Grot	3,268,145 74 308,635
Fixed exerts Mote 5 Investments 5 Associated company Subsidiary companies Correct exerts	•		Tyas £ 2,939,361 74 309,535	Grou	3,268,145 74
Found season Hote Investments Trade Associated company Subsidiary companies Connect exects Stock and work in progress 6		£ 11.794	Tyas £ 2,939,361 74 309,535 2,851,560	Gross £ 3,132,380	3,268,145 74 308,635
Found assets Investments Trade Associated company Subsidiary companies Comerciasers Stock and work in progress Davelopment work in progress		£ 11,794 16,500	Tyas £ 2,939,361 74 309,535 2,851,560	Gross £ 3,132,380 22,487	3,268,145 74 308,635
Fixed sessite Investments Tracio Associated company Subsidiary companies Contact essets Stock and work in progress Development work in progress Development work in progress		11,794 16,500 273,258	Tyas £ 2,939,361 74 309,535 2,851,560	Gross 2.132,380 22,487 511,391	3,268,145 74 308,635
Found assets Investments Trade Associated company Subsidiary companies Comerciasers Stock and work in progress Davelopment work in progress		11,794 16,500 273,268 352,542	Tyas £ 2,939,361 74 309,535 2,851,560	5,132,360 22,487 511,391 354,497	3,268,145 74 308,835
Found essets Investments Trace Associated company Subsidiary companies Correct essets Stock and work in progress Development work in progress Debtors Cash and bank		11,794 16,500 273,258	Tyas £ 2,939,361 74 309,535 2,851,560	Gross 2.132,380 22,487 511,391	3,268,145 74 308,635
Fixed sease: Investments Trade Associated company Subsidiary companies Current essets Stock and work in progress Development work in progress Debtors Cash and bank Current Setallities		11,794 16,500 273,288 352,542 654,104	Tyas £ 2,939,361 74 309,535 2,851,560	3,132,380 22,487 511,391 354,497 4,020,735	3,268,145 74 308,635
Fixed essets Investments Trade Associated company Subsidiary companies Content essets Stock and work in progress Development work in progress Cash and bank Content Reblitter Creditors		11,734 16,500 273,288 352,542 654,104 2,686,276	Tyas £ 2,939,361 74 309,535 2,851,560	3,132,380 22,487 511,391 354,497 4,070,735	3,268,145 74 308,635
Fixed sease: Investments Trade Associated company Subsidiary companies Current essets Stock and work in progress Development work in progress Debtors Cash and bank Current Setallities		11,794 16,500 273,268 352,542 654,104 2,898,276 581,775	Tyas £ 2,939,361 74 309,535 2,851,560	\$,132,380 22,487 511,391 354,497 4,020,735 4,236,470 680,639	3,268,145 74 308,635
Found season Mote 5 Investments 5 Associated company Subsidiary companies Courant essets Stock and work in progress Devicement work in progress Debtors Cash and bank Courant Subsidiary Contact Subsidiary		11,734 16,500 273,288 352,542 654,104 2,686,276	-Tyes £ 2,939,361 74 309,695 2,951,560 6,100,630	3,132,380 22,487 511,391 354,497 4,070,735	3,268,145 74 309,835 3,577,854
Fixed essets Investments Trade Associated company Subsidiary companies Content essets Stock and work in progress Development work in progress Cash and bank Content Reblitter Creditors		11,794 16,500 273,268 352,542 654,104 2,898,276 581,775	2,839,361 74 309,535 2,851,560 6,100,830	\$,132,380 22,487 511,391 354,497 4,020,735 4,236,470 680,639	3,268,145 74 309,835 3,577,854
Fined sessite Investments Tracio Associated company Subsidiary companies Coment essets Stock and work in progress Development work in progress Development work in progress Cash and bank Coment Hetalities Creditors Benk overdraft. 7 Net coment Behillies		11,794 16,500 273,268 352,542 654,104 2,898,276 581,775	-Tyes £ 2,939,361 74 309,695 2,951,560 6,100,630	\$,132,380 22,487 511,391 354,497 4,020,735 4,236,470 680,639	3,268,145 74 309,835 3,577,854
Fixed essets Investments Trade Associated company Subsidiary companies Correct essets Stock and work in progress Development work in progress Cash and bank Correct Babilities Creditors Bank overdish Net correct Sublities Fixenced by:		11,794 16,500 273,268 352,542 654,104 2,898,276 581,775	2,939,361 74 309,895 2,851,580 6,100,630 (2,525,947) (2,525,947)	\$,132,380 22,487 511,391 354,497 4,020,735 4,236,470 680,639	3,258,145 74 308,536 3,577,854 (896,374) 72,681,480
Found season Mote 5 Investments 5 Investments 5 Associated company Subsidiary companies Content essets 5 Davidopment work in progress Device poment work in progress Debtors Cash and bank Content Subsidiars Content Subsidiars Creditors Bank overdraft. 7 Not content Subsidiars Financed by: Sharp capital 3		11,794 16,500 273,268 352,542 654,104 2,898,276 581,775	2,939,361 74 309,595 2,851,560 6,100,830 (2,525,947) (2,474,683 209,200	\$,132,380 22,487 511,391 354,497 4,020,735 4,236,470 680,639	3,268,145 74 308,635 3,577,854 (886,374) 72,681,480 208,200
Fixed essets Investments Trade Associated company Subsidiary companies Correct essets Stock and work in progress Development work in progress Cash and bank Correct Babilities Creditors Bank overdish Net correct Sublities Fixenced by:		11,794 16,500 273,268 352,542 654,104 2,898,276 581,775	2,839,361 74 309,835 2,851,560 6,100,830 (2,825,947) 12,474,683 209,200 2,807,947	\$,132,380 22,487 511,391 354,497 4,020,735 4,236,470 680,639	3,258,145 308,536 3,577,854 (886,374) <u>72,681,480</u> 208,200 1,885,028
Fixed essets Investments Trade Associated company Subsidiary companies Content essets Stock and work in progress Development work in progress Development work in progress Cash and bank Content Reblittes Creditors Bank overdraft Not content Sublities Fixenced by: Sharp capital Reserves 8 3		11,794 16,500 273,268 352,542 654,104 2,898,276 581,775	74 2,939,361 74 309,895 2,851,560 5,100,630 (2,525,947) (2,525,947	\$,132,380 22,487 511,391 354,497 4,020,735 4,236,470 680,639	3,258,145 74 308,536 3,577,854 (895,374) 22,681,480 208,200 1,885,028 2,104,226
Fand serve 5 Find serve 5 Associated company Subsidiary companies Current execty Stock and work in progress Development work in progress Debtors Cash and bank Current Febilities Creditors Benk overdraft Net content fieldlities Financed by: Share capital Reserves Lears 9		11,794 16,500 273,268 352,542 654,104 2,898,276 581,775	2,839,361 74 309,535 2,851,560 6,100,830 (2,525,947) (2,474,683 209,200 2,807,547 3,016,750	\$,132,380 22,487 511,391 354,497 4,020,735 4,236,470 680,639	3,268,145 74 308,635 3,577,854 (886,374) 72,681,480 208,200 1,885,026 2,104,228 211,500
Final sessite Investments Tracis Associated company Subsidiary companies Contact exerts Stock and work in progress Development work in progress Development work in progress Cash and bank Contact Retallities Creditors Bank overdirat Interpretabilities Financed by: Sharp capital Reserves Leans Deferred toperion 10-		11,794 16,500 273,268 352,542 654,104 2,898,276 581,775	74 2,939,361 74 309,895 2,851,560 5,100,630 (2,525,947) (2,525,947	\$,132,380 22,487 511,391 354,497 4,020,735 4,236,470 680,639	2,258,145 3,258,145 3,577,854 3,577,854 (886,374) 2,681,486 208,200 1,885,026 2,104,226 2,11,500 3,65,036
Fand serve 5 Find serve 5 Associated company Subsidiary companies Current execty Stock and work in progress Development work in progress Debtors Cash and bank Current Febilities Creditors Benk overdraft Net content fieldlities Financed by: Share capital Reserves Lears 9		11,794 16,500 273,268 352,542 654,104 2,898,276 581,775	2,939,361 74 309,695 2,851,560 5,100,690 (2,525,947) (2,474,663 209,200 2,807,547 211,500 246,436	\$,132,380 22,487 511,391 354,497 4,020,735 4,236,470 680,639	2,258,145 74 308,535 3,577,854 (895,374) (2,681,480 208,200 1,885,026 211,500 365,036 718
Final sessite Investments Tracis Associated company Subsidiary companies Contact exerts Stock and work in progress Development work in progress Development work in progress Cash and bank Contact Retallities Creditors Bank overdirat Interpretabilities Financed by: Sharp capital Reserves Leans Deferred toperion 10-		11,794 16,500 273,268 352,542 654,104 2,898,276 581,775	2,839,361 74 309,535 2,851,560 6,100,830 (2,525,947) (2,474,683 209,200 2,807,547 3,016,750	\$,132,380 22,487 511,391 354,497 4,020,735 4,236,470 680,639	2,258,145 3,258,145 3,577,854 3,577,854 (886,374) 2,681,486 208,200 1,885,026 2,104,226 2,11,500 3,65,036
Final sessite Investments Tracio Associated company Subsidiary companies Corrent essets Stock and work in progress Development work in progress Destors Gain and bank Corrent Behilities Creditors Benk overdraft Net content Behilities Financed by: Sharp capital Reserves Learns Deferred tomation Deferred grants		11,794 16,500 273,268 352,542 654,104 2,898,276 581,775	2,939,361 74 309,695 2,851,560 5,100,630 (2,525,947) (2,474,663 209,200 2,807,547 211,500 246,436	\$,132,380 22,487 511,391 354,497 4,020,735 4,236,470 680,639	2,258,145 74 308,535 3,577,854 (895,374) (2,681,480 208,200 1,885,026 211,500 365,036 718
Fand street Investment Tysele Associated company Subsidiary companies Current essets Stock and work in progress Development work in progress Delicus Cash and bank Current Belancies Creditors Bank overdraft Net current Belancies Financed by: Share capital Reserves Loans Deferred toucon Delerred grants Notes to the accounts		11,794 16,500 273,268 352,542 654,104 2,898,276 581,775	2,939,361 74 309,695 2,851,560 5,100,630 (2,525,947) (2,474,663 209,200 2,807,547 211,500 246,436	\$,132,380 22,487 511,391 354,497 4,020,735 4,236,470 680,639	2,258,145 74 308,535 3,577,854 (895,374) (2,681,480 208,200 1,885,026 211,500 365,036 718
Final sessite Investments Trade Associated company Subsidiary companies Correct essets Stock and work in progress Development work in progress Development work in progress Cosh and bank Correct Babilities Creditors Bank overdraft // Not correct Babilities Financed by: Share capital Reserved Learns Deferred transfor Deferred grants Notes to the accounts 1. Cost of sales		11,794 16,500 273,268 352,542 654,104 2,898,276 581,775	2,939,361 74 309,695 2,851,560 5,100,630 (2,525,947) (2,474,663 209,200 2,807,547 211,500 246,436	\$,132,380 22,487 511,391 354,497 4,020,735 4,236,470 680,639	2,258,145 74 308,535 3,577,854 (895,374) (2,681,480 208,200 1,885,026 211,500 365,036 718
Fand street Investment Tysele Associated company Subsidiary companies Current essets Stock and work in progress Development work in progress Delicus Cash and bank Current Belancies Creditors Bank overdraft Net current Belancies Financed by: Share capital Reserves Loans Deferred toucon Delerred grants Notes to the accounts	wints:	11,794 16,500 273,268 552,542 654,104 2,598,276 581,775 3,280,081	2,939,361 74 309,695 2,851,560 5,100,630 (2,525,947) (2,474,663 209,200 2,807,547 211,500 246,436	3,132,380 22,487 511,391 354,497 4,020,735 4,236,470 680,639 4,917,109	2,258,145 74 308,535 3,577,854 (895,374) (2,681,480 208,200 1,885,026 211,500 365,036 718

1977 1978 £ £ 242,409 211,471 38,139 42,411 (98,561) (84,221) (3,851) (12,267) 209,358 37,146 (60,767) (66,716) 171,632

Interest received

Subsidiary companies

On 7th February, 1977 Explay-Tysa acquired the whole of the issued share cepital of Jaymorgen Limited.

Taxation

The taxation provisions are based upon the profits for the year as adjusted for taxation purposes together with provision for deferred taxation to the extent that such passion is expected to become payable in the foreseable fulture.

The rate of Corporation tax used throughout the period was 52 per cent. It deferred taxation had been provided in full at the rate of 52 per beant, on all timing differences the taxation charges would have increased by the following amounts:— Year ended 30th Sep 1976 1977 1978 1978 1979 1980

11,571 139,593 72,277. 479,821 Extraordinary items:

The extraordinary item of £80,416 in the year ended 30th September, 1873 represents the surplus on sale of inverties after deducting taxation of £25,833. Fried assets Details of lived assets are as follows :—

			Accumulated	Net book
•	Valuation	Cost	depreciation	amount
Group	£	2	£	£
Freehold land and buildings	821,000 .			821,000
Long is seahold property	195,000	_		195,000
Investment property	1,618,615	_	_	1,518,615
Plant, vehicles and equipment	1,010,010	1,536,283	802.753	733,530
Liverit's services our administrative				
	£2,534,615	£1,536,283	£802,753	£3,268,145
Espley-Tyas				
Freehold land and buildings	731,000	_	_	731,000
Long leasehold property	195,000		_	195,000
	1,517,000		:	- 1,517,000
Investment property	1,011,000	1,095,604	599,243	496,361
Plant, vehicles and equipment				
•	£2,443,000	£1,095,604	£599,243	£2,939,361
The Group's property was valued by Widde	musels & Co. Chart	word Stiftmanner or	20th August 199	on the basis of
THE GROUP & PROPERTY MAY ASSURE BY ALTHOU	AMPORT OF CONT. CITATED	men am seland å	I SDRI WINGON TO	IO CHI MIC COMO OF
open market value.				
6. Stack and work in progress			€	
		. <u>r</u>	E.	
Work in programs	• .	F0 6774	•	
Completed contracts		66,506,977		
Less: Payments on account		65,894,842		
			612,135	
Current contracts		36,659,193		
f ever Paraments on Scooling "		36 423 979		

£3,132,360 As steted in accounting policy 4, completed contracts remain in work in progress until the final account has been d. The £612,135 outstanding on completed contracts relates to contracts still within the retention period. The amount stated for meterials includes £11,794 in respect of Espley-Tyas.

parts overceas. The bank overclasts with Lloyds Bank Limited is subject to a fixed charge on properties and fixed plant and a floating Share capital The authorised and issued share capital is as follows:—

2847,349

Ordinary Shares of £1 each 12.5 per cent. (now 8.75 per cent.) Cumulative Conventible Preferred Ordinary Shares of £1 each 210,000 169,200 40,000 40.000 2250,000 209,200 ġ. Loans 12.5 per cent. Debenture—repayable at per on 8th February, 1982 8 per cent. Loan—repayable on 31st October, 1980 207,500 £211,500 The Debenture and Loan are secured by charges on certain of Espley-Tyas' freehold properties to exertion. The amount provided for and the potential liability to deterred texation are as follows: amount provided

£ £ 375,283 375,883 43,800 1,080,920 (41,283) (444,283) (12,584) (12,564) 259,000 259,000 Excess of capital allowances over depreciation Stock appreciation relief Losses carried forward (444,283) (12,564) 380,600 (12,564) (12,564) 350,100 oration tax roccy £246,436 £385,038 £1,360,556 £598,536 mitted at 30th September, 1980 was £164,785. Capital expenditure authors Contropent liabilities

Contrigent browner. There is a joint quarantee by Expley-Tyas with the other participator in respect of all monies advanced against develop s in the associated company up to £288,000.

No audited accounts have been prepared for the period since 30th September, 1980. CHALMERS, IMPEY & CO., Chartered Accounts

B. The Consult Companies
The following is a copy of the Report of Coopers & Lybrand, Chartered Accountants, on the Consult Compani The Directors. Clover Croft & State public limited on Cuba House, Bolton Road North,

28th January, 1981. We have exempted the stidied acc Drakey Limited ("Drakey") from incorporation on 28th February, 1978 to 30th September, 1980. in on 26th September, 1979 to Glenoaks Limited ("Glenoaks") nber, 1980

from 1st November, 1974 to 30th September, 1980. Delvan Limited ("Delvan")
The New Richmond Club, Limited ("New Richmond")
Chadwick Estates Limited ("Chadwick")
Consult Property Development Company Limited norm 1st Novelmber, 1974 to 30th September, 1980, from 1st January, 1974 to 30th September, 1980, from 1st April, 1975 to 30th September, 1980, from incorporation on 30th October, 1978 to 30th September, 1980. Consult Property commenced trade on 1st October, 1979.

together referred to as "the Consult Companies".

We have been the auditors of Drakey, Glenoeks, Chedwick and Consult Property in respect of all of the above accounting periods. We were appointed the auditors of Delvan and New Richmond on 3rd December, 1979.

All the above companies are property development subsidiaries of Consult Securities International Limited ("Consult") with the exception of Chadwick which is 50 per cent. owned by Consult and 50 per cent. by Mr. Shuck Whits the Consult of Companies do not form a group, for the purpose of this report, the financial statements of the above companies have been aggregated to show the results and state of affairs of the property development activities as a whole. The aggregated financial statements set out below are based on the atidited accounts of the companies concerned, the profit and loss accounts for the periods other than a year to 30th September being time apportioned. The aggregated profit and loss accounts for the periods other than a year to 30th September being time apportioned. The aggregated profit and loss accounts for the periods of all the companies for the five years to 30th September, 1980 regardless of the date of their acquisition by Consult. They have been prepared under the historical cost convention, which permits the inclusion of certain assets at a valuation, and are after making such adjustments to the audited counts as, in our opinion, are appropriate.

In our opinion, these aggregated inancial statements, which have been prepared under the historical cost convention, give a true and fair view of the aggregated results for the periods stated and of the aggregated state of affairs at 30th September, 1930 of the Consult Companies.

outsting policies All significant accounting policies are included in the notes to the financial statements,

Profit and loss accounts
The aggregated profit and loss accounts of the Consult Companies for the five years to 30th September, 1980 are set outbelow:— Yearen 1979 1980 Note 397,500 550,000

Temover Cost of sales and operating (3,884) (9,884) (482,218) (4,958)(8,707) (794,199) (4,958) (38) (8,707) (2,307) (244,193) 2,418 Loss before taxation (54,718) 114 (9,882) (241,780) (54,604) (4,536) (11,014) (3,882)(£9,882) (£11,014) (£64,604) (£245,662) Loss retained (£4,596)

Temover comprises the following:—

(i) In 1978 this sale of the development site at West Bromwich, being managed by Urakey, to Co-operative in 1990 the sale of the development site at Shelfield, being memoged by Consult Property, to Pennion Punds

•	me included 3—	1976	1977	1978	1979	. €
		. €	£	£	245	. 2
enreciation		114	235	243	18,001	50,8
nterest peyable externo		5,68 7	9,316	13,337	· Police	
Consul	and .	• .	•	· ·	•	646
subsidi	8.185 .	-		_	5,945	
Turest receivable exter		4 859	E 229	6.029	9,846	6,7
Station guita received	•	4,912	4,444			مست داد
	the validate to Ch	acheick engar	ion transfer f	om and to del	estect prospect.	MO teres
Ayable in respect of the c	aleas Consents Con		uit of the lesser	austalnad.		.,
straordinary dam				a	والمعارب والمساوية	omme da
The extraordinary it	en relates to car	rain assets of l	Dekven sekso o	ARL FOL 100 CÖUZ	Matter 11 -	
with the intermediated At I	A MAGNITURE CONTRACTOR	-				
Dividends				der in named	of the five VSf	SE OD 1000
Tividends No dividends have	pead decision p	sh súsh os asse c	Culanti confra	Man in tenhana		
September, 1980.					^ .	:
en Sheet						
ca street gregated balance sheet o	fithe Control Co	romanius at 30th	Sentember 19	80 is set out bel	ow:	
Steffered Sermon steet o		School Cold at Face .		Note	£	2.9
ined assets.				1		1,241,5
reehold property held for	development`			2	:	
UTTOTAL SESSEE			-	•	E7007	
Debtors	•				57,097	
Amounts due from C	completend subsi	district .		. 2	147,747 409	
Cash and bank		,			· _ ·	
	:				205,253	_
Current Rebilities	<u>.</u>		-			
Creditors	•	•		•	143,929	
Amount due to Char	hwick Sprantiles i	Imited			3,160	
Amount due to Cons				3	703.584	
Loans from Gusen S			insti -	4	145.470	
Bank overdrafts				5	114,090	•
Loans	·- ·			. 8	632,753	
	_				1,742,992	
Net current liabilities		• • •	- 42 d			(1,537,7
ART CHEMIT HERMANDEZ		A		: .		(£295,2
		•				
Financed by:-						22.5
Share capital	. :		_	7		(3177
Accumulated deticit						(295.2
	٠.					(230,2
Deferred texation		· • .		2		
						€295.2
	*:					
IT .						
Pood assets					-	
These all relate to Chedwi	ck and are made	upasfollows:-	•			e
-					•	· 1.5
Cost		•			٠.	
Accomulated depreciation					-,	
Netbookvalus at 30th Se			-			
Fixed assets ere included	in the months	er over Denov	istica has has	-charged on a	straight line be	els at the t
cent taking into account	The batternittee activ	and the scales:	2000 1 TO			
rebold property held for		-0.0-0	÷.			
hisis made up as follows	i:					461.0
	Gienoaks His	ah Street, Stouri	prioge	-		150.0
	Chectwick - Ha	rborne, Birming	dan .			630.4
	Delvan Ric	himond, Statey				£1,241,5
		•	٠			
Prehold property held i	he dominance	المراود أحمالود	he known of m	est and estima	ted het reslise	bie velue.
CIESTING DUDBERY 1880	OF SPANISHINGS	vouce. et l	waa oo o	d interest and	inancing chare	es of £21
isas muchaso conclitora	תר מתו לאומשו בחורו					
Finahold property held i ises purchase considerat rowings directly attribute	ou' is day act of sidir.	gje btoosty su oresaminar cost	rq:	ew cilemone mid		

onsult, under a contract, the completion of which is conditional upon the acquisitor ouse (Holdings) Limited of the share cepital of Glenoaks and certain other Consult Co.

A valuation of the property carded out by Brown, Hayward & Partners, Chartered Surveyors, at 4th September, 1980 amounting to £150,000 has resulted in the property being included at this amount which is lower than cost,

(3) Delivar

The property at Richmond, Surrey is held by the subsidiary company, New Richmond. In the aggregated balance sheet the excess of the cost of shares in the subsidiary over the net book value of the assets being acquired has been attributed to the cost of the property and has therefore been included in the amount at which the property is stated above.

uses aurigined to the cost of the property and has therefore been instituted in the amount at which the property is stated above.

(i) Included in the amount due from Consult is an amount of £1.08,955 which relates to certain sums of money loaned to Consult and substitute in the amount due from Consult is an amount of £1.08,955 which relates to certain sums of money loaned to Consult. The interest and costs relating to these sums have been recharged to Consult. The interest and costs relating to these sums have been recharged to Consult and as a result the loan teclity from Hill Samuel & Co. Limited to purchase these properties was arranged in that company's name. Arrangements east whereby the loan with Hill Samuel & Co. Limited, which at 30th September, 1980 amounteed to £45.061 and which is Included above as due to Consult, will be transferred to the name of Glenoaks congumently with the transfer of the properties as described in note 2 (1) above. The properties have been charged as security for the loan by Hill Samuel & Co. Limited.

(iii) Included in the amount due to Consult is an amount of £252,002 due by Delyan, Consult has agreed to defeat this amount until such time as all other creditors of Delyan are paid in full.

(iv) Save as alcressed all amounts due from and to Consult and subskillaries bear interest at 15 per cent. par annum.

 Leans from Queen Street Warehouse (Holdings) Limited
 The loans are repayable by 28th February, 1981 and bear interest at 15 per cent, per agram. The loans are guaranteed by Consult and certain fellow subsidiaries.
 Bank overtiens

The Chadwick bank overdimit, which at 30th September, 1980 amounted to £1 14,090, is secured on the property held evalopment at Herborno, Birmingham included in the above belance sheet at £1 50,000.

Canadian Imperial Bank of Cont Grayhound Guaranty Limited

Sundry unsacured loans £632,753

The loan from Canadian Imperial Bank of Commerce is short tarm in nature and bears interest at varying rates currently ranging from 17 per cent. or 19 per cent.

The short term from from Greyhound Guaranty Limited is secured on the shares in New Richmond and is guaranteed by a related company, it is also secured by a second charge on a property owned by Consult. The loan was originally repayable on 29th November, 1980, but has been extended until completion of the proposed acquisition of Delvan by Queen Street Warehouse (Holdings) Limited. 7. Share capital
The share capital at 30th September, 1980 is as follows:—

Property Delvan. Authorised Ordinary shares of 10p each Ordinary shares of £1 each 100 A shares of £1 each

10,000 of CT o Deferred shares of £1 each 25,000 2,000 27,000 ed and fully paid Ordinary shares of 10p ea Ordinary shares of £1 eac 20 10,000 10,000 500 "A" shares of £1 each "B" shares of £1 each 10,000 2,500 2,000 20,500 2,000 Total per aggregated balance sheet £22,526

Deferred taxation
Deferred taxation applies only to Chadwick. Provision is made for deferred tax at the rate of corporation to the year end, except in respect of any tax reduction which can reasonably be expected to continue for the fut The balance on the deferred taxation account is made up as follows: un tax suling at 17,805 (18,318)

Stock relief

Capital expenditure
At 30th September, 1980 there was no outstanding approved capital expenditure.

9.

ingent liabilities

(i) Embassy investments Limited, the project manager for the West Bromwich development, has guaranteed, the repayment of loans made to Consult and its subsidiary, Delvan, of a principal amount of £500,000 together with related interest. As security therefor, it has pledged the anticipated fee receivable including that due to Drakey on completion of the development.

(ii) Delvan and New Richmond have guaranteed the loans made by Queen Street Warehouse (Holdings): Limited to fellow Consult Companies which at 30th September, 1980 amounted to £145,470 including interest and which are included in the above aggregated belance sheet.

**End of the property of the project of any period subsequent to 30th September, 1980.

Yours mily. oent liebilit

COOPERS & LYBRAND,

C. The Company The tumover, depreciation and profits/(losses) of the Company in respect of the five financial periods ended 31st March, 1980 based on the audited accounts were: Turnove £'000 1,024 1,478 1,296 1,251 £'000 2,4.76 2,4.77 1,4.78 £7000 (228) (1) (120) (106)

se :

In the financial year ended 31st Merch, 1980 the business of the Company was closed and its easets sold. On 29th August, 1980 the Company entered into the Queen Street and Exploy-Tyas Agreements and on 28th and 28th January, 1981 it entered into the Esploy-Manston Agreement and the Belie Vuo Agreement respectively.

The Company did not declare a dividend in any of the five financial periods.

The accounting reference date of the Company has been changed to 30th September.

Profits/(Loss period to £,000 £7000 4.2.78 2.2.77 1.2.78 87 (7) (306) (226) (405) (25) (308) (228) (405)

se; In the financial period ended 6th February, 1980 the last of the businesses of Queen Street was sold. On 19th Ame, 1980 Queen Street entered into the Property Acquisition Agreements and on 25th August, 1980 it entered into the The accounting reference date of Queen Street has been changed to 30th September. an Street did not declare a dividend in any of the five financial periods.

> APPERDIX ILI Report and letter relating to profit forecast

Report

The following is a copy of the report from Coopers & Lybrand, Chartered Accountants, dated 25th January, 1981—
The Directors. Clover Croft & State public limited company.

Contervent action productions against company.

Gantleman,

The profit forecast of Clover Croft & State public limited company and its subsidiaries ("the Group") for the year ending 30th September, 1981 (for which the Directors are solely responsible), as set out on page 12 of the Participals, to be dated 20th February, 1981 relating to a placing of shares in the Company by Carr, Sebag & Co., comprised a forecast of the results of Esplay-Tyas Group Limited and its suberdiary companies ("Esplay-Tyas") together with a forecast of the results of the other companies in the Group as defined in the Particulars.

We have reviewed the accomming policies and calculations adopted in arriving at the profit forecasts of the string at the profit forecast of Esplay-Tyas. The review of the accomming policies and calculations adopted in striving at the profit forecast, of Esplay-Tyas has been carried out by Chalmers, Impey & Co. who have reported separately thereon to you. On the basis of our review, and that of Chalmers, Impey & Co. on which we rety, in our opinion the profit forecast, so the accomming policies and calculations are concerned, has been properly compiled on the basis of the assumptions that the profit forecast, as the profit of the profit of the assumptions that the profit of the accomming policies normally adopted by the companies comprising the Group according to the historical cost convention.

Yours truly,

Yours truly,
Coopers & Lybrand,
Chartered Accounts Letter from Carr Sabag

The following is a copy of the letter from Carr Sabag deted 28th January, 1981, relating to the Group's profit languary, 1981, relating to the Group's profit languary.

The Directors. Clover Croft & State public limited company.

Gentlemen,

We have discussed with you and with Coopers 3. Lybeard and Chalmers, impay 8. Co. the profit for
Clover Croft & State public finited company (to be renamed Espley-Tyee Property Group public finited company
its substitution ("the Group") for the year ending 30th September, 1981, together with the essemblion on these of, set out in the Particulars to be dated 20th February, 1981. We consider that the profit forecast (for when the control is the profit forecast (for when the control is the profit forecast (for which the control is the profit forecast (for which the control is the profit forecast (for which the profit forecast (forecast Yours truly, Cur, Seber & Co.

SECTION NAMED OF STREET

mo u _{tasi}

513

Sugar,

APPENDIX IV **Property Valuation Certificates**

The following are copies of the professional valuation certificates received in respect of the Group's principal

A. Valuation cartificates of Widdowson & Co., Chartered Surveyors, —relating to the properties described in peragraph 7.

Clover Croft & State Limited.

The following is an abbreviated form of our formal valuations of the freehold and lessehold properties identified in the shed so haddle as group operational or investment properties and belonging to the Explay-Tyes Group of Companies, valuations are based on the following assumptions and reservations:—
We have essumed that all properties, developments and uses there are in conformity with relevant legislation.

We have essumed We have not can We have not carried out a structural survey or site investigation and we are therefore mable to state that any part of the subject property is free from detect and no allowances have been made for rights or liabilities arising under the Defective Premises Act, 1972.

Premises Act, 1972.

We have not inspected Title Deeds, counterparts, lesses, etc., (where applicable) but our opinion of value is based on the assumption that all relevant property is owned or available to the Esplay-Tyss Group of Companies and that there are no rights or ancumbrances or legal or equitable charges effecting it. All information on which this valuerion is based requires varification by the interested perfect legal activers.

We have not searched the records of Local or Central Government Departments and our valuation is based on the assumption that there are no orders or notices affecting any part of the property other than those expressly mentioned herein.

n. Unless otherwise stated berein, this valuation is based upon particulars, plans and details supplied by the owner and/or

Upless otherwise stated berein, this valuation is based upon particulars, plans and datalis supplied by the ownerend/of his agent/advisers which we have assumed to be correct.

No allowance has been made for flability for taxation which may arise as a result of any dealings with the subject property. Neithor have costs of acquisition (where applicable) been taken into account in our valuation.

No allowance has been made in our valuation for capital based Local or Cantral Government grants potentially reclivable at the date of valuation.

Neither the whole nor any part of this valuation may be reproduced nor included in any published document without the written approval of, or on behalf of Widdowson & Co., of the form and context in which it may appear.

We valua the freshold and lessabold properties as at today's date with vacant possession or let as described in the Schedule referred to above on the open merket as between an able and willing buyer and an able and willing saller at the zonal sum of TWO MILLION, FOUR HUNDRED AND EIGHTY THOUSAND POUNDS (£2,480,000).

Summary

Present Day

Freshold proper Leasehold proper Total

. .

Present Day Values £2,285,000 £ 195,000 £2,480,000 We are, Gentlema Yours laithfully, D. V. Windowson

20th Angust, 1980.

.!				V	(purs taltmuth), V. Widdows Viddowson & Chantared Son	on, F.R.I.C.S., Co.,	
	S	CHEDULE OF PROP	erties and summary	DF VALUATION	S as detailed Estinated	peuiju	
· *	Teismile n	•		Terms of tenants	terrest net		٠.
Hen	page fefstahres	Address	Inscription	lenses or Roderiesces	annusi rantai before rax	Capital raisation	
OPERAT	TONAL PR				£	£	
1.	1.1-1.3	Perk Hall,	Frankolii Scorp Headquartera	·	.÷ -	-	
		Salford Priots, Nr Eventana	Main "period" office building 11,500 sq. ft. net approx. and	•		٠.	
	•		eutstelldings. Modern acmeus. epprox. 4,000 sq. ft. ust.				
		_	epprox. 4,900 sq. it. ust. Privata residence Park Hall.				
• • •	-	•	House with service cattage.				
		•	gardens, swimming pool. Two blocks of war-time	•	358		
	72.1	: .· .	baldings of approx. 11,000	• ·			
			eq. ft. one conversed to Company Licensed Clab			•	
		• •	precises. Sits area 5,8 acres or thornabouts,			300,088	
2.	2,1-2,8	Land and Buildings,	Freebold sits of 13.5 acres or			200,500	•
	-	Pinchill, Eeskant	thereabolits, 3.7 acres ased by the Group as a builders		_		
_	· .		yard with two blocks of				
			Story lates a polyest egolished extenses special secretary	_			
			\$3,000 eq. (f., the remaining				
			being open pasters land except for an area of 0.2 occur.	;			
-	7 .	·	er thereshows with a	Cottage let we	- ESÉ .		-
3	3,1-3,2	Site edipining	suell cottage. Freehold Builders yard	requiried leasury.	578	290,908	- • •
		63 Escabera Road, Stratford-opon-Avon.	1,7 acres or thereshouts.	:	<u>.</u> .	76 nas	: '
	4.1-4.6	Special State State,	Plant Depot consisting of	Bay 133 yrs. icess	12.	75,D98 ·	
		Lestarbi, jedostrini	three similar modern steel	from 18.4.1968			
		Estate, Canfill	portal framed buildings with a total figor area of 21,450	rest revises Stil. 16th and 25th year	2		
			eq. it., suprest, on an area of each acre or thereabouts held	Teacht responsible			· •.
			. en a 30 yrs lease from 25.3.67	for all repairs and instruces.			
	7		en a protect rest of £725 pa reviserable in the 33rd and		•		
			86th years. Two bays are		•		
			occupied by a Group Company, the other is let to Avan	•	•		
			Rebber Co. Ltd.		5,860	185,608	_
5.	.61-6A	Premises Detrinich Way Respect Read,	, Freehold Stroup scompand part pro-War, part podera joinery				
		Cardiff.	 workshop and storage beilding 		-		
, .			8,930 sq. fr., gress external floor area (assignated). Site	٠.			
			area 1,750 eq. yards or				
			tionalous.		E.A.	80,808	970.88
INVES(I	MENT PRO 6.1-8.5		Fractional Hotel retail shops	Hatef let ea 35 vo	_	 -	220,00
_		White Lian Walk	and offices development on	lease with 15 year			•
	•	Shopping Centre, Banhary, Oron.	site of 0,6 series or thereshouts with private ser	extension option, rest stylens avery	,		
			park, Hatel 6400 sq. ft.	5 yes. All shops led			•
	, -		epperer. Capvected offices 1906 eq. 12. and 14 alon units	on 25 yes, leases with 5 yearly ravin			
	· ·		with a tablifloor area of	commencement			
		1 To # 1	specut. 19860 sq. ft.	days varying betate March 1976 and			
•	-			June 1978, All Leases fell marking	- :		
			•	and insuring.	72,000	\$25,508	
7.	73-77	EL-EZ-Mich Street earl	Frenheid site of 0.43 eares or thereboats accompanied site.	All leases are internal research	•		
		Foreigns.	a part referbbbed seaf part	And percent of a	•		•
			redeveloped 2-storey block	satésjade pejad	_		
•			of shretail shops and six	charge, and let on	2 ·		
			states intelligible of 3000	THE SEASO TO PERSON THE	185		•
			so, it. approx. occapies by a Scoop Company. The total	varying from 4 yes. 21 yes, with rent	.10		
:		-	gross automed floor mans -	reniam pechels			
			are 20,230 sq.ft.	verying from 2-5 yrs.	29,376	400,000	
♣	17 - 8%	3 Mgh Shart,	A times-starry traditional where with 36 ft. imetage to	Vester.		•	
. :			High Street with medicary				
			storage hundings at the coat. Site area 328 as, year, or				
			Chargebouts, Total Sourstan				
			of all buildings is 18,100 sq. ft.	•	2.5.	75,980	
.	45-84	Selferi Horse.	applett. A medam purpusa belik tiren-	Ground Flour-		23,900	
· ~	•	How Street,	atterny effice holiding with	Mappower Syrvice Completelog 25 year			_
		- Consideration Applicative	greated floor yetail shop on the High Street (rentage, The	internal repairing	•	• • .	
	٠.		groes internal fleor spea is 23fd eq. it. on much floor,	ned insuring lases from 29.8.77 with i	5		
	•		Size men 255 sq. yes. or	Yearly read resident			
	: 21. 1		Apriceposts' pe on barigos	ENTRES CHATTER.		•	
				First Floor—Pelate	6		
				& Sono 25 prz. Internal republicy s	nei:	1	
	• •			Securing lease from 25,3,73 £3250 p.m.	١ -		
٠.				25,3,70 £3250 };a. Tales antidia charge			
	. /		•	Second Flows		• •	
	.1	• • .		Douglas & Garia (Saulanes) List., 25			
	:	•		earl general republicant	وعا		-
				Trup 25,3.73. Rest	;		•

relating to High Street, Stombildge. The Directors.
Clover Croft & State Limited

TR1-105

30th September, 1980.

mt of 7 gra

z. Third o

principal di malifa ca

accepted by a Occup Cots Situ atom 0.24 acres or

end every succes 5 year £1683 p.m.

13.733 175.000

*5*5,000

7,500,000

\$2,489,890

Gentlemen.
The following is an abbreviated form of our formal valuetion of the freshold property, Nos. 43-47 inc. and 47A High Street and Nos. 6-14 even Coventry Street, Stoutbridge, Wast Midlands, belonging to Consult Securities International Limited. The valuetion is based on the following assumptions and reservations:

Planning Consent has been granted for redevelopment of the High Street frontage to provide these new ratal units artificing a gross internal floor size of 900 sq. metres (9586 sq. it.). The proposal envisages that most of the buildings fronting Covening Street will remain for possible tuture refurbishment effer providing for a service road access to the servicing street.

froming Covenity Street will remain for possible runter remainment and applicable to state that any part of the subject property is free from defect and no allowances have been made for rights or liabilities assing under the Defective Prenises Act, 1972. We assume that the individual existing shops are capable of being maintained and left if needs be. We have not impected This Deeds, counterparts, leates, etc. (where applicable) but our opinion of value is based on the assumption that all relevant property is owned or available to Consult Securities impressional United and that there are no rights or enquanterance or legal or equitable charges affecting it except we understand that proof of Tide cannot be established to a small erra of vecent land shown coloured and on the plan structed to the formal valuation, it is further understand that Statutory Declarations are being aworn covering use and possession of this small area by the previous owners of the adjacent premises. Ownership of this small area is not important to the redevelopment proposals intered to herein, it is not be service yard but no buildings are to be arected thereon.

could form an expression to the earlier property.

(1) There is a public footpath connecting High Street with Covering Street remains along the full length of the existent boundary, which benefits the subject property sind Nos. 40, 41 and 42 High Street.

All information on which this valuation is based requires verification by the interested parties' legal advisers.

We have not searched the records of Local or Camral Government Departments and our valuation is based on the examption that there are no material orders or notices affecting any part of the property other than those expressly frequency.

ser otherwise stated herein, this valuation is besed upon particulars, plans and details supplied by the owner

Unless otherwise stated herein, this velocition is based upon particulars, plans and datale supplied by the owner and/or his agenty/edvisors, which we have assumed to be correct.

No allowance has been made for liability for zaration which may arise as a result of any dealings with the subject. No allowance has been made in our valuation (where applicable) been taken into account in our valuation. No allowance has been made in our valuation (or capital joined Local or Control Government grams potentially receivable artitle date of valuation.

Nather the whole nor any part of this valuation may be reproduced or included in any published decreases without the written approval of, or so behalf of Widdowson & Co., of the form and contact in which it may appear.

We value the above desprised freshold property as at roday's date on the open market with Yearst possession and with the benefit of the Plenning Permission marmed to between an able and willing layer and an able and willing soller in the saust of FIVE HUNDRED AND THIRTYTHOUSAND POUNDS (£530,000).

Yours truly,

D. V. Widdowson, FRICS, WIDDOWSON & CO.,

to el James Andrew & Partners, Consultant Survey

The Directors.
Clover Croft & State public limited company. veneral." We refer to your immediate to he to provide a certificate of valuation on the above property, in addition we have and a hid report and valuation with copies of all material analogues to which reference is cooks in this certificate. We an below our certificate and our opieton of the open market value of this property at the 23rd December, 1890;—

tied on the west side of Petersheat Roed, to the south of the junction with Bridge Street, and MgA and Biokennod Town Centre. The edjoining property to the north see mainly shope and

offices, those to the couth are residential. The south west boundary of the site is formed by the footpath running along the cest bank of the River Thamas.

Accommodation
The property comprises a roughly rectangular site cleared of buildings, but with numerous trees, sloping fairly steeply
from Petersham Road to the footpath adjoining the River Thames. The sits has a frontage to Petersham Road of
approximately 95 fc., and there is a narrow strip of land extending from the north west corner of the sits to Bridge
Street, providing pedestrian access. There are views ecross the River Thames to the Twickenham Bank from all parts
of the sits (interference by trees excepted).
Site area approximately 60,000 sq.ft. (1.38 acres).

There is an additional area of land at present within the ownership of the company (see below).

Town Planning
The aris is within the London Borough of Richmond. We are advised by the Local Authority that the site falls within
the Richmond Action Area, although the Action Area plan has not yet been issued by the Local Authority. The definition
by the Local Authority of their Action Area is somewhat vegue, but it is our opinion that any development within the

he following development, subject to conditions:—
Erection of a three storey office building with basement car park fronting Petershem Road, with 12 terraced houses at the rear.

The development scheme for which planning securities. nouses at the rear.

The development scheme for which planning permission has been gramed provides for the development of a deteched office building on ground, first and second floors of 8,500 sq. fr. net area, together with covered besement car parking for 6 cars, located on the Petersham Road frontage, and on the major portion of the site fronting the River Thames, a development of 12 terraced sown-houses each of approximately 3,000 sq. fr. Numerous conditions attach to the planning permission and a copy of the permission is streched to our teport.

The office accommodation is not to be constituted at the control of the provided to the part to be constituted.

in particular we observe the following :—

(i) The office accommodation is not to be occupied until the residential units are substantially completed and teady

for occupation.

(ii) The offices shall not be occupied without the prior consent in writing of the Local Planning Authority, other than by farms which are local services, professions or businesses serving local needs.

(iii) The office accommodation shall at no time be occupied in less than three separate units, one to each floor, with the attent to be occupied by any one user not to exceed one floor.

Whilst the above conditions represent some restriction on the opportunity to let the office building, the demand for offices within the Richmond area is sufficient for us to comment that we do not feel the development is substantially hindared by these restrictions

dared by thise restrictors.

a additional stress of land is subject to an agreement to which reference has been made in this certificate and is ther described in our full report, with the London Borough of Richmond which provides for its transfer to public menship at no cost, together with an undertaking by your company to landacape the area to an agreed standard, understand that budget costs of £3,000 has been estimated for this work. stand that the site is held freshold with varant possession (free of any adverse restrictions or eng

Valuation
We consider the site to be an attractive location for commercial and residential development.
The recently granted planning permission provides a teasible scheme for such a development.
We estimate that if the development of the site commenced within the first six months of 1981, the capital value of the offices and housing would smount to £2,506,000 on completion and that the total costs of carrying out the development, excluding developer's profit and the costs of the land, would smount to £2,500,000.
We are of the opinion that the open market value of the property as detailed above is:—
£850,000 (EIGHT HUNDRED AND FIFTY THOUSAND POUNDS)

In accordance with our usual practice this valuation is provided for your company's purposes only. We have not inspected the title documents, nor a copy of the agreement with the Local Authority in respect of the additional area of land, and have relied on the variation we have received from you. ved from you.

Yours truly,

JAMES ANDREM & PARTNERS.

G. Valuation certificates of Brown, Heyward & Partners, Chartered Surveyo. — relating to Harborne, Birmingham.

4th September, 1980. Clover Croft & State Limited.

Gerifenen.

We have carried out an inspection of the Preshold Garage, Workshop and Office premises formerly known as Hughley's Bettery sinuste at the junction of High Street with Nursery Road and Grays Road, Harborns in the City of Birmingham in the ownership of Chadwick Estates Limited.

Bekery sinuste at the Junction of High Street with Nursery Road and Grays Road, Harborns in the City of Birmingham in the ownership of Chadwick Estates Limited.

The Capital Value of the property has been based upon existing premises of 8,180 ac, ft. to be substantially refurbished combined with the projected commercial redevelopment of the residue of the site which extends in total to 1,350 ac, yds., with an additional 8,140 sq. ft. thus providing on completion of the refurbishment and redevelopment a total internal superficial area of 18,320 sq. ft. or 19,500 sq. ft. approximately external.

The Capital Value of the property after redevelopment has been assessed without ellowence for taxation since on the systems available to us there is not internal ed to a deemed disposal as might give rise to a potential Capital Gains Texation liability nor is the redevelopment of the property envisaged to create a set internal lecting area in excess of 10 per cant, of the existing nest superficial content as might otherwise give rise to Development Land Tax liability.

Attention has been drawn in the planning section of the report to the validity of the original Cutting Consent granted on 6th January, 1977 and valid for a period of fire years to be read in conjunction with the Approval of Reserved Matters on 15th September, 1978, thus the substrative planning permission expires on 6th January, 1982.

We have inspected the tenancy and lease documentation supplied by Mestar. Shigway Doble and Earle in respect of the tenancy of the retail shop at 17 High Street, and the uriginal lease between Chadwick Estates Limited and All Electric Garges Limited which expired on 26th March. 1977 and from which date was excended on a tenancy similar in terms of conditions but determinable by aix months' rotics by either party.

Our detailed observations on the property rate onculand in the following report taking due cognizance where appropriate of the current state and condition and the report has been compiled on the evidence of the info

Yours truly, Malcolm W. Hayward, FRICS, FSVA, FRVA, BROWN HAYWARD AND PARTNERS,

-relating to Viceroy Close, Edghaston, Birmingham.

The Directors, Clover Croft & State Limited.

We have carried out an irrepection of the leasehold residential estate and investment property comprising 182 (one hundred and story-two) residential flats and 88 (eighty-right) lock-up garages, the Caretaker's Lodge and the estate buildings and appurtanances more particularly known as Vicerry Close, situate in Bristol Road, Edghaston in the City of Birmingham, in the ownership of Consult Securities International Limited. Our valuation reflects the residue of the Head Leasehold Interest having approximately 54 years unexpired and subject to a fixed annual ground rem of £1,000.

As Managing Agents of the subject property we are able to confirm the veracity of the factual contant contained in

As Managing Agents of the subject property we are able to confirm the veracity of the factual content contained in the following report.

Our valuation further makes provision for the contingent expenditure amounting to the approximate and estimated amount of £200,000 (two hundred thousand pounds) which remains to be expended by the estate owner in order to complete the external refurbishment of the property and which work is directed towards the main structures, the roof and the communal central hearing plant. The cost computation in this regard has been derived from competitive estimates and the valuation further makes provision for a proportion of the total costs of contingent refurbishment works to be recoverable through the normal estate annual service charge which is based upon audited accounts in respect of each year ended 24th June.

Our relief for the contribution for the total contribution for the total contribution further makes provided the contribution for the total

24th June.

Our valuation does not contain provision for the expenses which might be attendent upon realisation of this property nor any startion implications thereon; prime facie, there would appear to be no implications existing in regard to Capital Gains Texation nor Development Land Texation.

A detailed and structural survey of the buildings together with the service installations and machinery has not been carried out specifically for this purpose since the state and condition of the property together with all service installations is well known to us as Managing Agents over the past ten years.

The following report includes provision for our assessment of the capital value of the Lesschold investment property. Substantial fragmentation of the property has already taken place and we are of the opinion that as at 30th September, 1980, with the disposition of properties comprising 45 (forty-stx) rented tenancies, 107 (one hundred and seven) owner-occupied flats and 9 (nine) properties void in process of undergoing sate, that Capital Value of the Lesschold interest having due regard to the matters more particularly detailed in the following report including contingent liabilities, is the total sum of £750,000 (seven hundred and fifty thousand pounds).

Malcolm W. Hayward, FRICA, FSVA, FRIVA,

V. Havward, FRICA, FSVA, FRVA. BROWN HAYWARD AND PARTNERS,

> Present Capital Value in Exte

Present Capital Value

£3,000,000

D. Valuation cartificate of Simon Houlston & Partners, Chartered Surveyors, relating to Wakefield 41. 18th December, 1980. The Directors, Clover Croft & State Limited.

Wakefield 41, Yorkshire Science Centre, Lingwell Gate, Wakefield, West Yorkshire.

In accordance with your instructions to value the above property we have now inspected the site and investigated ming permissions and agreements for lease that have been made available to us, and the property has an open market ermissions and agreement t out in the attached Summ

ut in the attached Summary. a taken the date of Valuation to be 18th December, 1980 and our valuation is besed upon the assumption that we have taken the east of valuation to be not received, isoo and our valuation to been upon the assumption that the property is freehold and is not affected by any onerous or unusual restrictions, ancumbrances or ourgoings. The property has the benefit of the agreement to lease to a subsidiary of Dunkop Limited and the benefit of the Section 52 Agreement. There is also the benefit of the sale and financing arrangements with Co-operative insurance Society Limited, although a have not yet been completed. We have valued on the basis of open market value allowing a reasonable period of time for disposal but we point out this would probably have to be in the form of service plots of which the cost of such servicing has been taken into ount in the valuation. We would point out that the information on the cost of the servicing has been supplied to us by

Ministro Group.

We have made no allowance in the valuation for any tax liability or selecters.

Neither the whole nor any part of this Valuation Certificate nor any reference thereto may be included in any published ament, circular or statement nor published in any way without our express written consent and approval of the form

and contact in which it may appear.

This Valuetion Cardificate is for the use only of the party to whom it is addressed and no responsibility is accepted to Buy third party for the whole or any part of its contants.
A schedule of the Properties is attached to this Certificate.

A freshold industrial warehouse development site of which 204 scree have received planning permis-Listgwell Gate, Wakefield of and subject to conditions of Section 52 Agreement

SUMMARY

600,000,83 Your truly, SIMON HOULSTON & PARTNERS, Charlesed Suggestion

APPENDIX V

Statutory and general later Share and Joan capital

At 20th February, 1979 the authorised share capital of the Company was £415,100 divided into 1,580,400 Ordinary Shares of 25p each of which 830,007 Shares were issued.

On 20th February, 1981, the authorised share capital of the Company was increased to £3,500,000 by the creation of 12,339,800 Ordinary Shares of £5p each, of which 2,415,350 Ordinary Shares were subscribed by Carr Sebeg pursuant to the Placing Agreement and 3,848,936 Ordinary Shares were subscribed by Carr Sebeg pursuant to the Placing Agreement and 3,848,936 Ordinary Shares were issued pursuant to the Queen Street Agreement, the Espley-Tyse Offers. The Company has no loan capital. Save as mentioned herein, during the last two years no share or loan capital of the Company or of any of its subsidiaries has been issued for each or a consideration other than cash, nor is any such share or loan capital proposed to be so issued, and no commissions, discounts, brokerage or other special terms have been granted by the Company or any of its subsidiaries in connection with the lasts or sale of any share or loan to share or loan tapital of the Company or or loan to share or loan tapital of the Company or of loan tapital of the Company or any of its subsidiaries is under option or has been greed conditionally or unconditionally to be put under option. Bonus and nights issues of shares of certain subsidiaries which have been made during the last two years are stated in paragraph B below.

B. Stringidiary and associated compar

Perficulant of the Company's subsidiaries (other than those in the process of being removed from the Register), all of the are incorporated in England and are, directly or indirectly, wholly-owned by the Company (save for Espley-Manaton

high is 51% owned) are as follows:—			
Nama	Data of Incorporation	issued share capital £	Natura of business
Consult Property	30th October, 1978	110	Property development
Chadwick	4th February, 1974	.20,500	Property development
Drakey	28th February, 1978	4	Property development
Glenoaks	25th September, 1879	· 4	Property development
Delvari	11th April, 1972	2,040	Property development
Naw Richmond	20th July, 1916	2,200 -	Property development.
Espley-Manaton	8th September, 1980	100	Property development
Espley-Tyes	24th August, 1888	418,400	Construction and civil
Esplay-Tyes Construction Limited	30th December, 1949	34,000 -	Construction and civil
Explay-Type Building Services Limited	6th October 1965	. 100	Building contracting
E&TPhimbing & Heating Limited	28th January, 1985	100	Plumbing and heating
	-		contractors
E & T Painting Limited	26th January, 1965	100	Painting contractors
E&TPlantLimited	7th May, 1962	100	Hising of plant and machinery and maintenance
Esplay's Do-it-Yourself Limited	11th November, 1963	100	Retailing of ironmongery and building materials
Sharibany Limited	22cd March, 1973	180	Building contracting
Tves Housing Limited	16th April 1985	1,000	Property Investment
Ingregory Limited	27th July, 1922 .	46.150	Administration
John Morgan (Construction) Limited	11th March_1971	20,000	Building and civil engineering
John Morgan Improvements Limited	13th January, 7871	1,000	Building contracting
John Morgan (Joinery) Limited	17th September, 1969	- 1,000	Manufacturing of purpose-made
Abita Marahan factor 11 commen		-1	joinery and ancillary products
General Plant Limited	13th March, 1939	6,000 -	Hiring and maintenance of plant and attachment
Lodge Commercial Investments Limited	24th November, 1932	5,2 55	Rental of premises to fellow anheidleries
Park Hall Computing Services Limited	27th June, 1974	2.	Computer services
Queen Street	7th April 1955	1.585.184	Holding company
Clover Croft & State (Solutions) Limited	17th March, 1963	60,000	Doment
Dawson Bruthers (London) Limited .	11th Decamber, 1825	400,000	Dotment
Ganbaath Limited	27th February, 1870	100	Dormant
Johnson Brothers (Brighton) Limited	19th January, 1912	82.900	Dormant
The following company is an associate in t	• /		
Name	Date of	lestoid their	Neture of business

The following bonus/fights issues of shares were made by subsidiaries within the last two Date of Issue 28th December, 1980 209,200 new Ordinary Shares of £1 each (bonus) 100 new Ordinary Shares of £1 23rd January, 1961 Consult Property each (rights)
20 new Ordinary Shares of £1 Dalvan 23rd January, 1981 each (rights)
2 new Ordinary Shares of £1
each (rights)
2 new Ordinary Shares of £1 Drakey 23rd January, 1981 23rd January, 1981 (etrich) dage On 19th November, 1979 200 Ordinary Shares of £1 each in Espley-Tyas ware is

On 19th November, 67 dear of the Company contain inter afte provisions to the following effect:

(i) Subject to any special terms as to voting then which any shares in the Company might be issued, upon a show of hands every member present in person shall have one vote and upon a poll every member present in person or by proxy shall have one vote for member present in person or by proxy shall have one vote for member present in person or by proxy shall have one vote for member present in person or by proxy shall have one vote for member present in person or by proxy shall have one vote for member present in person or by proxy shall have one vote for member present in person or by proxy shall have one vote for member present in person or by proxy shall have one vote for member present in person or by proxy shall have one vote for member present in person or by proxy shall have one vote for member present in person or by proxy shall have one vote for member present in person or by proxy shall have one vote for member present in person or by proxy shall have one vote for member present in person or by proxy shall have one vote for member present in person or by proxy shall have one vote for member present in person or by proxy shall have one vote for member present in person are also be a present or the following effect:

The proxy shall have one vote for member present in person and in the following effect:

The proxy shall have one vote for member present in person and in the following effect:

The proxy shall have one vote for member present in person and in the following effect:

The proxy shall be proxy shall be a proxy shall be proxy shall b

There is no share qualification for Directors.

The remaineration of the Executive Directors is fixed by the Board; the fees of the Non-Executive Directors are also fixed by the Board up to a maximum aggregate of £30,000 or such other figures as the Company may in general

intent by the sound up to a maximum aggregate or 120,000 or such care ingues as the company may in general meeting determine.

(b) The Directors may grant pensions or gratinises to any present or past officers or employees of the Company or its subsidiaries or associated companies or to the relatives or dependents of any such persons.

(v) The Directors may borrow or relation must be time such sums of any such persons.

(v) The Directors may borrow or relative to the such sums of money as they think necessary for the purposes of the Company and oil its subsidiaries (excluding intergroup borrowings) shall not, without the previous sonction of the Company in General Meeting, exceed five times the aggregate of the nominal capital of the Company and amounts standing to the credit of the conscillated capital and reverse reserves (as defined).

(vi) No Director shall vacate his office or be ineligible for reappointment as a Director, nor shall any person be ineligible for appointment as a Director, by reason only of his having attained any perticular age.

(vii) A Director shall not vote (nor be counted in the quorum) in respect of any contract of strangement in which he has any material interest but this prohibition shall not apply to only of the following matters, namely:—

(a) the piving to a Director of any security or indemnity in respect of money tent or obligations incurred by him for the benefit of the Company.

(a) the purple of a superior of the Company.
 (b) the giving by the Company of any security or Indomnity in respect of a debt or obligation of the Company which the Director has himself gueranteed or secured in whole or in part;
 (c) any proposal concerning an offer of shares, debentures or other securities of the Company for subscription or purchase in which the Director is interested as an underwriter of such offer;

purchase in which the Director is interested as an underwriter of such offer; any proposal concerning any other company in which the Director is interested provided that the Director is not interested in 1 per cent or more of any class of the equity share capital of such company or of the voting rights available to members of such company; any suscisce of the powers of the Board set out in paragraph (iv) above.

D. Espley-Manston
The principal rights and obligations of the Espley-Manston shareholders inter so and their respective involvements in

The principal rights and obligations of the Esplay-Manston shareholders inter 50 and their respective involvements in sy-Manston are as follows:—

(3) Somestable has agreed to provide finance or procure the provision of farance for the acquisition and development of Wakefield 41 up to a maximum of £3.7 million for a term of three years. Any of such imance provided directly by Somestable will be at a fixed purpose fare of interest of 12 per cent, such interest being rolled up and paid at the end of the three year term.

(5) Manston has undertaken to use its best endeavours to procure the transfer to Esplay-Manston of certain properties to be exchanged as part of the consideration for the acquisition of Wakefield 41; if Manston fails to do so Esplay-Manston is entitled to draw the compensating funds necessary to complete such acquisition from the tacility of £3.7 million.

Manston is entitled to draw, the compensating funds necessary to complete such explicition from the iscillay of £3.7 million.

Subject to appropriate safeguards, Manston is to be awarded the building contracts on a design and build basis for the development of Wakefield 41, which is to be undertaken in stages. The contracts will be at flued prices based upon the estimated prime cost of work plus 13.5 per cent, and a reasonable date for completion. Esplay-Manston is protected against unessonable conduct by Manston or its winding up.

(W) The light of a shareholder to dispose of its shares is restricted and in the case of a permitted transfer the price will be the fair value based upon the then market value of Explay-Manston's assets as discrimined by its auditors.

(Y) At the end of 3 years from 5th December, 1980 the Company must other or procure the offer to accuse Somersdalo's "C" Shares at a price based upon their then underlying not asset value discounted by 7.5 per cent. If the offer its accepted the purchase price may be satisfied, at the purchaser's option, in cash or, as to not more than Itali, its listed shares. In the sixth and seventh years of the project the "B" Shareholder in eight to reques the Company has the right during 90 days eiter the expiration of the seventh year to require the "B" Shareholder to transfer their Shares to the Company or to a third purty normhanded by the Company at a price based upon their than underlying het asset value less a discount of 7.5 per cent. The purchase consideration can be consideration underlying het asset value less a discount of 7.5 per cent. The purchase consideration can be consideration at the purchases's option, in cash, or as to not more than half, in listed shares. The Company's obligation; are subject to obtaining any requisite Shareholder's approval at the relevant time. Consult, as the original purty to the Explay-Manston Participation Agreement carries the residual obligation should such Shareholder." approval, if required, not be given.

red, not be given.

required, not be given.

E. Material Contracts
The following contracts entered into by the Group within the two years immediately preceding the date of this advertisent (other than in the ordinary course of business) are or may be natural:

(i) Those of the material contracts not now being two years old described in Appendix 3 to the Circular to Queen
Street Shareholders dated 21st February, 1990.

(ii) Dated 10th July, 1979 between Drakey (1) and Co-operative Insurance Society Limited (2) relating to the sale
of the freshold land at Spon Lane. Smethwick, West Midlands.

(iii) Dated 23rd November, 1979 between W. G. Wood, D. P. Wood, V. S. Wood, D. C. Wood (1) Delvan (2) and
Consult (3) being an agreement for the sale of shares in Delvan for £12,012.

(iv) Dated 25th Merch, 1980 between Embossy Investments Limited (1) and Drakey (2) relating to Drakey's participation in the development profit on completion of the development of Spon Lane, Smothwack, West Midlands.

(v) Dated 29th April, 1980 being a guarantee by Espley-Tyes to Bencleys Bank Limited in respect of the obligations of
Leigh Developments Eimsted with a maximum labelity of £140,000 and interest.

(vi) Dated 19th June, 1980 between Consult (1) and Queen Street (2) being the agreement to acquire the share
capital of Delvan (as varied by Supplemental Agreements dated 29th August and 7th November, 1990 and 26th
January, 1981), which contains the usual commercial warranties and indemnities relating to taxation including
capital transfer tax and entate duty.

January, 1981), which contains the usual commercial warranties and indemnities relating to taxation including capital transfer tax and entate duty.

[vii] Daried 19th June, 1980 between Consult (1) and Ozieen Street (2) being the agreement to acquire the share capital of Darkey (as varied by Supplemental Agreements dated 29th August and 7th November, 1980 and 26th January, 1981), which contains the usual commercial warranties and indemnities relating to treatens, including capital transfer tax and astate duty.

[viii] Daried 19th June, 1980 between Consult (1) and Queen Street (2) being the agreement to acquire the share capital of Glenocks (as varied by Supplemental Agreements dated 29th August and 7th November, 1980 and 26th January, 1981), which contains the usual commercial warranties and indemnities relating to taxation, including capital transfer tax and estate dury.

[b7] Daried 24th July, 1990 between Pension Funds Securities Limited (1) Consult Property (2) and Manston (3)

capital transfer tax and estate duty.

(bt) Dated 24th July, 1960 between Pension Funds Securities Limited (1) Consult Property (2) and Manston (3) being the agreement for the development of a 6.4 acre freehold site in Vulcan Road, Shelfield.

(x) Dated 29th August, 1980 (as varied by a Supplemental Agreement dated 26th January, 1981) between the Company (1) Consult (2) Queen Street (3) and Mr. Shuck (4) being the Queen Street Agreement, which contains the usual commercial warranties and indemnities relating to taxation, including capital transfer tax and estate duty.

(xi) Dated 29th August, 1980 (as varied by a Supplemental Agreement dated 26th January, 1981) between the Company (1) Mr. R. B. Lambon (2) Mr. S. Tyas (3) Consult (4) and Mr. Shuck (5) being the Espley-Tyos Agreement, which contains the usual commercial warranties and indemnities relating to capital transfer tax and

(xii) Dated 2nd September, 1980 being an Underlease between Ranger Oil (U.K.) Limited (1) Burker & Doboon Group Limited ("B & D") and Queen Street (2) whereby B & D and Queen Street are lessess of premises known as Fourth Floor, 69/71 Great Peter Street, London SW1 for a term expring 31st August, 1982 at an annual reat of (xiii) Dated 5th December, 1980 between Espley-Maneton (1) Consult (2) Albororest Limited (3) Mr. G. B. Gregory (4) Somersdele (5) and Maneton (6) regulating the rights and obligations of the shareholders of Espley-Maneton. (xiv) Dated 9th December, 1980 between the Borough of Eastleigh (1) and Waterloo Land & Property Co. Limited ("Waterloo") (2) for the purchase of the Eastleigh sits for £300,000 and an assignment thereof dated 25th January, 1981 by Waterloo to the Company, the Company assuming the rights and obligations thereunder without any additional consideration.

(xv) Dated 18th December, 1980 between Espley-Tyze (1) Consult (2) and Mr. Shuck (3) for loans to Consult for the benefit of the Company and New Richmood and guaranteed as to part by Mr. Shuck.

(xvi) Dated 26th January, 1981 between Consult (1) the Company (2) and Mr. Shuck (3) under which the Company agreed to acquire Consult's holding of 51 "A" Ordinary Shares of Espley-Maneton and to assume the benefits and obligations denved by Consult under the Espley-Maneton Participation Agreement.

obligations derived by Consult under the Expley-Manston Participation Agreement.

(xvii) Dated 28th January, 1981 between Entam Lelsure Limited (1) and the Company (2) for the purchase of the freshold of Bolle Vive for E2.2 million, subject to planning consent.

(xviii) Participation of Bolle Vive for E2.2 million, subject to planning consent.

(xviii) Participation of Bolle Vive for E2.2 million, subject to planning consent.

Limited (5) being the Placing Agreement.

ion for certain of the contracts is as follows:--Purchase of Queen Street

Purchase of Queen Street
The purchase consideration for Consult's holdings of 801,856 Preferred Ordinary Shares of £1 each of Queen
Street is £801,856 which was satisfied by the allotment of 1,196,800 new Ordinary Shares of the Company. The
Company offered to acquire from the remaining Queen Street shareholders all of their Ordinary Shares of 5p each on the
basis of 1 new Ordinary Shares of the Company for every £5 Queen Street Ordinary Shares.
In addition Consult will receive deterred consideration to a maximum of 600,000 new Ordinary Shares of the
Company, which will be issued on the basis of 3 new Ordinary Shares in exchange for every 2 additional Preferred
Ordinary Shares of £1 each of Queen Street to be allotted to Consult by way of deferred consideration under the terms
of the Preparty Acquisition Agreements.

The consideration for the purchase of the issued share capital of Chadwick from Consult and Mr. Shuck is a maximum sum of £500,000 to be satisfied by the issue of a maximum of 714,285 Ordinary Shares of the Company of which 428,571 Shares were issued on completion of the transaction. The balance is deferred for twelve months and then issued on the basis of 2 Shares for every £1.40 by which the then value of Viceroy Close, as determined by independent. valuation, exceeds £700,000.

Valuation, exceeds 1.700.000.

Purchase of Consult Property

The consideration for the purchase of the Issued share capital of Consult Property from Consult is a mediating price of £450,000 which is to be satisfied by the issue of up to 571,540 Ordinary Shares of the Company, The consideration is deferred until the development of Vulcan Road, Sheffield has been completed and the net asset value (before tax) of Consult Property then determined.

Purchase of the Explay-Manaton 'A' Ordinary Shares

The consideration for the purchase form Consult of its holding of 51.4° Ordinary Shares of Explay-Manaton 'A' Ordinary Shares.

Purchase of the Expley-Mainston 'A' Ordinary Shares
The consideration for the purchase from Consult of its holding of 51 'A' Ordinary Shares of Expley-Mainston
is an initial sum of £715,250 of which £551,250 is to be satisfied by the issue of 787,500 Ordinary Shares of the
Company and the balance in cash. There is also deterned consideration to be satisfied after three years by reference
to 25 per centr. of the excess of the then net asset value (after tax) of Expley-Mainston, as determined by independent
valuation, above £2,865,050 (being the net asset value at 31st October, 1980). The maximum defected consideration
is £3 million, one that of which must be satisfied in Ordinary Shares of the Company (valued for such purpose at 70p
per share), a further third of which must be satisfied in Ordinary Shares (on the same
value basis) and the balance in cash; Mr. Shuck will not participate in the decision relating to the exercise of such option.

F. Service Agreements
The following Service Agreements have been entered into by either the Company or Espley-Tyas with certain of the

(i) Dated 20th February, 1981 between the Company and Mr. Stuck for the period to 19th February, 1986 at an annual safary of £30,000 (subject to annual review) being non-exclusive.

(ii) Dated 20th February, 1981 between the Company and Mr. R. B. Lambon for the period to 2nd November, 1985 at an annual safary of £30,000 (subject to annual review); Mr. Lambon tas the option to reduce his commitment for executive service after two years with an appropriate salary reduction.

(iii) Dated 20th February, 1981 between Explay-1yas Construction Group Limited and Mr. A. H. Edwards terminable on 19th February, 1986 at an annual safary of £18,750 (subject to annual review).

Save as disclosed herein all service contracts with the Company are terminable by the Company on less than 12 months' less without payment of compensation.

e without payment of compensation. The following are the senior executives of the Group with their responsibilities and qu Name T. C. Stevenson (80) C.A. The Epiley-Tyas Group
Managing Director of the Espley-Tyas Plant Division.
Managing Director of the Espley-Tyas Construction
Services Division. P. H. Tyas (48) F. A. Williams (45) B.Sc. ACIS,F.CCA Services Unison. Chief accountant for the Espley-Tyas Group, Technical Director for the Espley-Tyas Construction Division. Construction Director for the Espley-Tyas Construction T. I. McKenzie (39) D. W. Barney (42) B.Sc. (Eng), A.C.T. (Birm), M.L.C.E. F.C.O.B. D. J. Bateman (43) Division. Marketing Director for the Espley-Typs Construction D. J. Duckham (34) Surveying Director for the Esplay-Tyas Construction M.J. GE (49) Estimating Director for the Espley-Tyas Construction D. E. White (37) Managing Director of E & T Plumbing & Horling Limited. J. Ball (46)

General

(i) Following the acquisitions of Queen Street and Espley-Tyss and save for the deferred consideration provided for under the Queen Street Agreement and the Espley-Manston Agreement no material issue of Shares of the Company will be made within a year (other than to Shareholders pro rate to their holdings) without the prior approval of Shareholders in General Meeting and no issue of Shares will be made which would effectively elter the control of the Company without such prior approval.

(ii) There is no litigation or claim of material importance pending or threatened against any company in the Group.

(iii) Coopers & Lybrand and Chalmers, Impay & Co. have given and have not withdrawn their respective written consents to the inclusion of their respective reports in the form and context in which they appear.

(iv) Carr Sebag have given and have not withdrawn their written consent to the inclusion of their name and letter in this document in the form and context in which they appear.

(v) Carr Sebag have given and have not withdrawn their written consent to the inclusion of their name and lotter in this document in the form and context in which they appear.
 (v) Jernes Andrew & Parmers, Brown, Hayward & Parmers, Simon Houlston & Partners and Widdowson & Co. have given and have not withdrawn their respective written consents to the inclusion of their respective names and the reference to their respective valuations in the form and context in which they appear.
 (vi) The expenses of the various acquisitions described herein including capital duty in respect of the shares to be leased in connection therewith and of the admission to the Official List of the share capital of the Company, which are expected to amount to approximately £480,000 exclusive of VAT, with early the Company.
 (vii) The Directors of the Company are of the opinion that, following the acquisitions described herein (but before the leave of any defende consideration) the Company will not be a close company under the provisions of the income and Company Tasse Act. 1970.

on Taxes Act. 1970. and corporation issues Act, 1904.

Save se disclosed harmin, no Director has had any interest in any assets which within the two years preceding the date of this document have been or are proposed to be acquired or disposed of by or leased to the Company or any of its subsidiaries and no Director has any material interest in any subsisting contract entered into by the Company

or any of its subsidiaries.

(Ix) A copy of this advertisement has been delivered to the Register of Companies for registration, having attached to it copies of the consents mentioned above, the statements of adjustments made by the Joint Reporting Accountains for the purpose of their reports (with the reasons therefor) and a copy of each of the above-mentioned material

ailable for ins

H. Documents available for inspection
Copies of the following documents will be available for inspection during homal business hours on any weekday
(Saturdays, Bank and Public Holdeys excepted) during the 14 days from the publication of these particulars at the offices
of Cart Sebag, Windsor House, 39 King Street, London ECZV 8BA:—

(a) Memorandum and Articles of Association of the Company.

(b) The audited consolidated accounts of the Company for the two years ended 31st March, 1980,

(c) The strided consolidated accounts of the Espley-Tyes Group for the two years ended 30th September, 1980,

(d) The strided accounts of acch of the Consult Companies ofter their Glencaks for the two years ended 30th
September, 1980,

(e) The audited accounts of Glencaks for the year anded 30th September, 1980.

(f) The report of Coopers & Lybrand together with their statement of adjustments, their report reliating to the profit
forecast and their letter of consent.

The report of Coopers & Lybrand together with their statement of adjustments, meet report relating to the p forecast and their latter of consent.

The report of Clasimers, impey & Co. together with their statement of adjustments and their letter of consent.
The statement of James Andrew & Partners dated 20th January, 1981 and their letter of consent.
The valuations of Brown, Heyward & Partners dated 4th and 28th September, 1980 and their letter of consent.
The valuations of Smon Houston & Partners dated 4th and 28th September, 1980 and their letter of consent.
The valuations of Widdowson & Co. dated 20th Argust, and 30th September, 1980 and their letter of consent.
The valuations of Widdowson & Co. dated 20th Argust, and 30th September, 1983 and their letter of consent.
The circular letter dated 28th January, 1981 to Shareholdes of the Company relating to the acquisition of variances and consent and consent and circular letter dated 28th January, 1981 to Shareholdes of the Company relating to the acquisition of variances and consent.

companies and properties.
(n) The contracts relayed to in ed to be Eand Pabova.

Dated 20th Fabruary, 1981.

٠,

Ahold maintains dividend as profit growth slackens

AHOLD, the Dutch food retail- although most of the increase However, net profits were ing group, reported barely was achieved by Ahold's boosted by a decline in net inchanged profits in 1980 and operations in the U.S. and Spain. forecast a slight fall in the At home, turnover rose roughly current year. It proposes payin line with inflation, which
and an increase in investment
ing an unchanged divided of
F! 6.40 per F! 20 nominal share

Operating profit fell marProfit per share fell by just

has been put on disposable in- decline of profits. comes by government-imposed wage controls.

Turnover rose 9 per cent last and amounted to 0.89 per cent condition year to Fl 5.8bn (\$2.5bn) of sales against 0.96 per cent. difficult.

The group is at present per cent of turnover, compared adjusted for the stock dividend. engaged in a price war with with 1.72 er cent in 1979. The The trust established by other large supermarket chains, relative strength of the dollar Ahold in 1977 to group its prompted by the pressure which was a factor in limiting the foreign interests will again pay

At the net level, profits rose nearly 2 per cent to FI 51.9m

receipts from minority holdings

Fig. 40 per Fig. 20 nominal share composed of Fig. 40 in cash and ginally, to Fig. 91.6m and amounted to 1.56 after the 1979 figure was no dividend and profits will be paid into reserves.

Ahold said current trading conditions made forecasting

Further gain likely at Kohler

Keppel-Mitsui Engineering link

KEPPEL SHIPYARD, one of step in Keppel's plan to Singapore's five major ship- diversify into industrial

AFRICA'S second General Mining Union Corpora- cents, equivalent to a compound Brothers, continues to benefit. Since 1976, earnings have shareholders of 38.8 per cent from strong demand and almost trebled while turnover over the past four years. This has doubled. Some indication of its in spite of a shift to the last though Kohler's 26 per cent tribular to productivity improvements is in first out (LIFO) method of that operating profit per employee has grown at the rate year. Contrary to some other of 18.7 per cent a year. Earnings have shareholders of 38.8 per cent is in spite of a shift to the last tribular to the last operating profit per employee has grown at the rate year.

KEPPEL SHIPYARD, one of step

repair companies, is to set up a engineering.

largest packaging group, Kohler tion subsidiary.

Brothers, continues to benefit. Since 1976, earnings have shareholders of 38.8 per cent

to R21.5m (\$27.2m) appears ings per share pushed ahead 34 small in comparison with some per cent for the year to the end of the bumper results from of December, from 125.3 cents other South African companies to 167.5 cents. The board has recently, few listed companies declared a higher dividend total can boast the growth of this of 78 cents compared with 61

Contrary to some other groups, Kohler is bullish about 1981. The company's tax rate

growth in the distribution to

is expected to rise to about 38 per cent this year from 1980's 34 per cent, because of a tailing off in capital expenditure, but group still forecasts of the most efficient users of scheduled to contribute to earnings in 1981, strong growth is

joint venture engineering company in Singapore with Mitsui venture with Mitsui—one of the likely.

Engineering and Shipbuilding world's leading shipbuilders—
The Private, marks an important high level of technical expertise, cent sector average. Mexico's foreign borrowings

MEXICAN PUBLIC sector

The gross borrowing target is \$13bn compared with only \$11bn

Times he expects the total to include some \$6bn to \$7bn in medium-term bank financing compared with \$5bn last year.

Other funds will come through short-term borrowings, bankers acceptance borrowings, World Bank and Inter-American Development Bank credits and

Wing Lung strongly ahead By Adrian Boven in Hong Kong

WING LUNG BANK has announced after tax profits for 1980 of HK\$78.12m (US\$14.7m), "further profit growth." A prime reason is the productivity drive which makes Kohler one HK\$43.11m of 1979 and 18 per cent better than the HK\$9m capital in the packaging industry. With last year's R16m it went public in March last capital expenditure programme year with a HK\$250m offer of

to rise

By William Chislett in Mexico City

borrowers are likely to raise more money abroad this year Angel Gurria, the country's Director of Public Credit.

last year. This would provide net new finance of \$5bn compared with \$4.2bn. Dr. Gurria told the Financial

The country's recourse to the bond markets will also increase to a projected \$1.5bn, including \$500m in floating rate notes, compared with only \$200m last

new shares.

The final dividend was put at HK\$1.20 a share, making a total The shares stand at 960 cents for the year of HK\$1.80 a share, on the Johannesburg Stock Ex- exactly as forecast in the pros-The joint venture, known industrial and marine engineer-change, where they yield 8.1 per pectus. The bank also anas Keppel-Mitsui Engineering ing projects which call for a cent compared with a 7 per nounced a one-for-six scrip

CURRENCIES, MONEY and GOLD

Trying to solve Europe's problems

will carry out a wide range of

Company of Japan.

Interest rate factors have been patiently waiting for a cut of (£6.2bn), compared with Britain's ners, partly on hopes that the a major influence on currencies 2 per cent in Bank of England surplus of £2.4bn, and Germany's F1 6bn (£1.14bn) current account for some time. The dollar has been very firm despite an easing bow seems likely to be delayed this year, while the UK recorded this year.

of New York rates, partly until the Budget. Even then because of confidence in the new London rates should be reason-Reagan Administration, but also ably competitive, while sterling because although there has been should also gain support from a decline, interest rates are Britain's very favourable balance

a decline, interest rates are expected to be relatively firm in the immediate future. Recent comments by leading economists have not been very optimistic about President Reagan achieving his economic goals, but have reinforced expectations that rates will remain firm in comparison with most of Europe.

The London money market is a decline, interest rates are of payments position. The deepness of the recession ments position will remain much more favourable than the members of the European Mouetary lived phenomenon. There system.

France has funded its deficit monetary base control favoured by substantial foreign borrowing, which has kept the franc firm, this was reflected in the floating of the Bundesbank Lombard strong against its European particular of the surface and the Dutch guilder is also of the Bundesbank Lombard rate last Thursday.

THE POUND SPOT AND FORWARD								
Feb. 20	Day's Spread	Closs	One month	% Three p.a. months	9; p.a.			
U.S. Canada Nerblint, Setgium Denmark Iteland W. Ger. Portugal Spain Italy Norway France Swedon Japan Austra	2.3030-2.3320 2.7550-2.7800 5.25-5.35 77.90-79.00 14.92-15 07 1.3070-1.3200 128.50-130.75 195.50-197.25 2.319-2.337 12.21-12.31 11.27-11.38 10.42-10.52 470-380 34.20-34.65	2.3090-2.3110 2.7575-2.7595 5.271-5.281; 78.40-78.60 14.94-14.96 1.3115-1.3135 4.84-4.35 129.00-129.50 195.00-196.20 2.320-2.322 12.22-12.24 11.30-11.32 10.46-10.48 477-479 34.25.34.35	0.30-0.40c dis 0.45-0.55c dis 21-11-c pm 15-5c pm 15-5c pm 15-5c pm 15-12-jf pm 95c pm-35 dis 20-40c dis 51-71, lire dis 11-2-c pm 51-6-c pm 51-6-c pm 51-6-c pm 51-6-c pm	-1.82 1.75-1.85dis -2.17 2.15-2.35dis 4.54 5-4 pm 1.53 14-4 pm 0.70 par-1½ dis -0.55 0.14-0.28dis 2.48 3½-2½ ppm 2.78 115pm-12dis -3.66 225-330 dis -3.23 29½-32½ dis 0.85 ½ pm-1 dis 2.92 3½-2½ pm -6.73 14½-15½ dis 5.21 6.20-5.60 pm 4.20 32-25 pm	-3.26 3.47 -0.46 -0.23 -0.66 -5.66 -5.38 -0.06 -5.85			

Remain rate is for convertible france. Financial franc 79.85-79.95. Six-month forward deller 3.85-4.00c dis. 12-month 6.90-7.20c dis.

THE DOLLAR SPOT AND FORWARD

Feb. 20	Spread	Cless	One month	p.2.	months	p.a
UKT	2.3030-2,3320	2,3090-2.3110	0.30-9.40c dis	~1,82	1.75-1.85dis	-3.1
Irclandt	1.7600-1.7840	1,7725-1.7765	0.15-0.25c dis	~1,35	1.05-1.15dls	-24
Canada	1.1950-1.1972	1.1952-1.1955	par-0.04c dis	~0.20	0.08-0.03 pm	
Nethind.	2.2775-2.2975	2.2775-2,2825	1,32-1.22c pm	6.68	3.97-3.87 pm	6.8
Belowin	33.78-34.02	33.96-33.98	12-10c pm	3.91	34-31 pm	3.8
December	6,4300-6,5050	6.4300-6.4350	2,40-2,00are pm	4,10	3.70-3.30 pm	1 2.1
W Ger	2.0900-2.1210	2.0970-2.0980	0.85-0.75pf pm	4.58	2.90-2.80 pm	5.4
Portugal	55.65-56.45	55.65-55.80	50c pm-par	5,38	100 pm-par	3.5
Soun	\$4,20-B5.55	84,30-84.60	10c pm-10 dis	_	5 pm-25 dis	-0.4
italy	995-1.00 <i>6</i>	1,000-1,003	1-2 lire dis	-1.81	5-7 d/s	-2.4
Norway	5.2850-5.3100	5.2875-5.2925	1.60-1.20ors pm	3.17	4.50-4,10 pm	3.2
France	4.8550-4.9000	4.8600-4.8700	2.05-1.95c pm	4.93	5.65-5.45 pm	4.5
Sweden	4.5025-4.5460	4.5025-4.5075	1.50-1.65ore dis	-4.19	2,50-2,65dis	-2.2
Japan	205.00-207.50	206,70-205,80	1.45-1.30y pm		4.65-4,50 pm	
Austria	14.75-14.92	14.811-14.861:	8.50-7,90gro pm		26.50-24.50p	
Switz	1,8640-1,9030	1.8870-1.8880	7.30-7.20c pm	7.95	4.35-4.25 pm	9.1
t UK	and trained a	re quoted in l	J.S. currency, F	orward	premiums a	nd 'V

discounts apply to the U.S.	in U.S. currency. Forward premiums a dollar and not to the individual curren ANK FIXING (11.00 a.m.
3 menths U.S. dollars	6 months U.S. dollars
b.d 16 11/16 offer 16 13/18	bid 16 11/15 offer 16 15/16

U.S. Dollar

this year, while the UK recorded a surplus of £957m for January

bottoms out sometime in the next

this year.
Belgium has pressing economic

problems, including a large pay-ments deficit, and the franc has This can hardly be expected ments deficit, and the franc has to continue once the recession required considerable support within the EMS recently. Against this background the upward

Feb. 19

Close	(£219 ³ 4-221) 2501-504 (£222 ¹ 4-223 ⁵ 4) 5499-502 (£222,443) 2505,50 (£219,528) \$503,25	(£220-2214) (£219-1-2214) (£222-276) (£221,063)
Krugerrand	Gold Coins (2236)2.227\(\frac{1}{2}\) \$519-521 (2216\(\frac{1}{2}\).127\(\frac{1}{2}\) \$265-269 (259\(\frac{1}{2}\).40\(\frac{1}{2}\) \$334-138 (259\(\frac{1}{2}\).26\(\frac{1}{2}\) \$515-617 (255-55\(\frac{1}{2}\).26\(\frac{1}{2}\) \$150-152 (255\(\frac{1}{2}\).40\(\frac{1}{2}\).277\(\frac{1}\).277\(\frac{1}\).277\(\frac{1}{2}\).277\(\frac{1}\).277\(\frac{1}\).277\(\frac{1}	(£227-228) (£116-117 ³ 4) (£58 ¹ 4-5014) (£236-2516) (£255-56 ¹ 4) (£55-56 ³ 4) (£65 ³ 4-66 ³ 4) (£73 ³ 1-74 ³ 4) (£27 ³ 14-217 ³ 14) (£27 ³ 14-215 ³ 4)

Feb. 20	£	8		£ Note Rates
Argentina Peso Australia Dollar Brazil Cruzeiro Finland Markta Greek Drachma Hong Kong Dollar Iran Rial Kuwait DinarkKD! Luxembourg Fre Malaysia Dollar New Zealand Dir. Saudi Arab. Riyal Singapore Dollar Sth African Rand U.A.E. Diritam	1,9750.1,9800 161,97.162,97 9,39,9,41 116,024.117,944 12,23.12,25 170,90° 0,629.0,635 78,40.78,60 2,4700.2,4750 2,4700.2,4750 7,67.7,73 4,804,81 1,7800.1,7855	0.8570-0.8575 70.16-70.51 4.0160 4.0190 50.30-50.40 5.2725-9.2735 78.10 2.3735-0.2737 35.96-35.96 2.2675-2.2685 1.0698-1.0705 5.3400-5.3424 2.0700-2.0800 0.7705-2.7350	Austria. Belgium Denmark France. Germany. Italy Japan Notherlands Norway Portugal Spain Sweden Switzerland United States Yugoskavia.	14.90-15.05 11.23-11.33 4.831 ₂₋ 4.88 2330-2420 473-479 5.26-5.32 12.18-12.21 1281 ₂ -131

Rate given for Argentina is tree rate. * Selling rate FEBRUARY 20)

of the bid and offered rates for \$10m quoted by the market to five reference banks

lj 1	6 offer	LG 15: 16		Deutsche Beni	k. Banque Natio		and Morgan (
r	RATES	(Market c	losing Ra	tes)			•	
į	Canadian Dollar	Dutch Guilder	Swiss Franc	West German Mark	French Franc	Italian Lira	Belgian Franc Convertible	Јаралеје Уст
	12-13 12-13 16-16-14 16-19-16-78 16-16-59 15-1-16-59	878-918 878-972 913-1074 913-1074 10-1078	2.21 ₂ 15.151 ₂ 71.716 75.716 75.716 65.716	101g-1034 11-1114 111g-115g 111g-1114 107g-1175 107d-107d	105s-105g 105s-105g 105g-1054 113s-115s 125g-125g 125g-13	15-17 151 ₂ -171 ₂ 17-181 ₄ 181 ₂ -191 ₂ 181 ₂ -191 ₂ 181 ₄ -191 ₄	10-11 101 ₂ -11 123 ₆ -125 ₈ 131 ₄ -133 ₆ 135 ₆ -137 ₈ 135 ₇ -137 ₈	759-819 839-859 87-859 84-859 819-839 846-859

Short term 14 1414
7 days' notice 16 16-1438
Month 13 13 13
Six months 12 12 12 13
12 12 12 13 SDR linked deposits: one-month 12¹³16-13¹16 per cent; three-months 12¹³16-13¹16 per cent; six-months 13-13¹3 per cent; one-month 16¹16¹3 per cent; three-months 16¹216¹3 per cent; six-months 16¹316¹3 per cent; one-month 16¹316¹3 per cent; three-months 16¹316¹3 per cent; six-months 16¹316¹3 per cent; one-years 15¹316¹3 per cent; six-months 16¹316¹3 per cent; one-years 15¹316¹3 6¹316

LONDON MONEY RATES

EURO-CURRENCY INTEREST

Feb. 20 Sterling

	Sterling Certificate of deposit	Interbank	Local Authority deposits	Local Auth. negotlable bonds		Company	Discount Market Deposits	Treasury	Elegible i Bank Bills &	Fine Trade Bilis &
Overnight	14-1378 13-154 13-154 13-1276 12-1276 12-1276 12-12-12-12-12-12-12-12-12-12-12-12-12-1	14-15 14-16-14-1 14-14-15-15-15-15-15-15-12-12-12-12-12-12-12-12-12-12-12-12-12-	144-1419 1418-1414 1414 14 13 1258-1254 13-13-18 1318-1314	153g-15 143g-14 133g-134 121g-121g 13-124 127g-125g	1419	144-1434 144-1454 144-1454 136-1376 127-1376 127-1376 127-1376	 137g-14 131a-133.	123 123-134	- - 13% 13 12%-12% 11%-11% -	143a 135s 131s 124

Local authorities and finance houses seven days' notice, others seven days' fixed. Long-term local authority mortgage rates nominally three years 134-134 per cent; four years 134- per cent; four years 134- per cent. OBank bill rates in table are buying rates for four-month bank bills 125-12; per cent; four-month trade bills

Treasury bills 12% per cent. Selling rate for one-month Treasury bills 12% per cent two-months 12% per cent three-months 12% per cent. Approximate selling rate for one-month bank bills 13% per cent two-months 12% per cent; three-months 12% per cent, one-month trade bills 14% per cent; two-months 12% per cent and three-months 12% per cent. Finance Houses Bask Rates (published by the Finance Houses Association) 15 per cent from February 1, 1981. Clearing Bank Deposit Rates for sums at seven days notice a 11%-12 per cent. Clearing Bank Rates for lending 14 per cent. Treasury Bills: Average tender rates of discount 12.29 33 per cent.

Starling 14 0.536672 0.529860 U.S. 5 13 123986 122604 Canadian S. 17.14 1.48815 1.47687 Austria Sch. 64 16.4398 18.5579 Belgium F 12 42.1097 4.7107 Dankah K. 11 D mark 7½ 2.50148 2.57258 2.61362 French Fr. 916 0.5420 5.99375 Lira 16½ 1244.32 1234.04 Yen 7¼ 1254.444 252.979 Norwgn. Kr. 9 5.38119 6.55981 Spanish Pts. 8 109.450 105.177 Swedish Kr. 12 5.64005 5.58404 2.31755	Feb. 20	Bank rate %	Special Drawing Rights	European Currency Unit
	U.S. \$ Canadian S. Austria Sch Beigium F. Danish K. D mark Guilder French Fr Lira Yen Norwgn, Kr. Spanish Pts. Swedish Kr.,	13 17.14 64 12 11 71 ₂ 8 91 ₄ 161 ₂ 71 ₄ 9	1,23996 1,48215 18,4398 42,1097 8,04127 2,50148 2,83459 1244,32 254,444 6,38119 105,450 105,450	1,25404 1,47867 18,5579 41,7107 7,94784 2,67298 2,61362 5,99375 1234,04 252,979 6,55391 105,177 5,58404

CURRENCY RATES

For the convenience of readers the dates when some of the more important company dividend statements may be expected in the next few weeks are given in the following table. The dates shown are those of last year's announcements, except where the forthcoming board meetings (indicated thus*) have been officially published. It should be emphasised that the dividends to be declared will not necessarily be at the amounts or rates per cent shown in the column headed "Announcement last year."

1	Data.	Annousce mest last	Date	Announce- ment last
1		year	-,	y68r
	AAHMar. 5		*HooverFeb. 23	Final 6.39
ı	Anglo Amer.		*ICIFeb. 26	Sec. int. 11
1	GoldMar. 7	Final 350c	*IMIMar. 17	Final 2.5
1	Armstrong		Lex ServiceMar. 20	Final 4.2
Į	EquipmentMar. 19		*Midland Bk, Mar. 20	Final 12.5
1	BSR,Mar. 12		*NatWest	
	BTRMar. 17		BankFeb. 24	Final 10.25
7	Barclays BkMar. 5		*Nottingham	
2	Barrati Davs,Mar. 17		ManufacurgFeb. 23	Final 279
٠l	Bejam		Philips'	
	*Bibby (J.)Mar. 5 Blagden and	Final 4.25	LampsMer. 20 Prudential	MINEL FI 1.20
s i	NoakesMar. 3	Final 4.7 -	CorpnFeb. 26	Final 6.0
٠,	British .		•Ransomes Sims	•
_ 1	PatrolsumMar. 13	Finel 12.0	and JeffriesMar: 4	Final 8.0 · :
8	British Vite Mer. 4	Final 2.6	*RentokliMar. 8	Finel 1.4
1	Brooke		*Royal InscaMer2	.finel 13.25
e	BondMar. 18		Shell	:
_	*Brown BrosFeb. 25	Int. 1.0	TransportMar. 6	Final 10,479
•	*Cadbury		Smith and	
	- SchweppssMar. 19	Final 2.9	NephewMar, 18	
1	*Carrington	<u></u>	Tilling (T.)Mar. 19	Finel 4.0
0	ViyellaFeb. 25	Final 0.4	Transpt. DayMar. 12	Final 49
ē	-commination by-	Int. 10c	TricentralMer. 20 Tube InvMer. 11	Final 13.0
_	AustraliaFeb. 25	ING 100	*Tumer and	Final 12.0
e j	UnionFeb. 24	Elect E C	. NewajiMar. 11	final 7.0
- 1	Cons. Gold	(1000 0.0	UltramerMar. 13	Final 10.0
e '	FieldsMar. 5	Int. 7.5	*UnileverMar. 3	Final Ft 3.792
2	'Du BeersMar. 11		Union CorpnFeb. 18	Final 43c
g	Fairclough	- 1-1 12 6-	United City .	
	Constr,Mar. 18	Final 2.35	MerchantsMar. 12	Int. 0.6
٠,	*Asons	Fipal 9.555	VantonaFeb. 26	Final 5.0
t	*General		WeirMar. 19	וות ומהוד,
	AccidentMar. 4	Final 8.5	Wolseley	
b.	*General	Flori -Fo	Hughes,Mer, 20	Int. 4.4
\$	MiningMar. 5 GrindleysMar. 4	. 150 년 151년 - 151년 1787 -	*Woolworth (F. W.)Mar. 11	Final 3 569
ď	Hapworth	CHIEF 200/	(r. **.]mar. 11	·
-	CeramieMar. 20	Final 2.75	Board meeting intin	sted. † Right
D.	*Hong Kong and	, ,	issue since meda, # Ta	x tree. § Scri
1	S'hai BkMar. 10	Final HK\$0.50	issue since made. 9 Fo	

BASE LEND	ING RATES
A.R.N. Bank 14 %	■ Hambros Bank 14 %
A.B.N. Bank 14 % Allied Irish Bank 14 %	# Hill, Samuel
American Express Bk. 14 %	C. Hoare & Co
Amro Bank 14 %	Hongkong & Shanghai 14 %
.Henry Ansbacher 14 %	Keyser Ullmann 14 %
. AP Bank Ltd 14 %	Knowsley & Co. Ltd 16 %
Arbuthnot Latham 14 %	Langris Trust Ltd 14 %
Associates Cap. Corp. 14 %	Lloyds Bank 14 %
Banco de Bilbao 14 %	Edward Manson & Co. 15 %
BCCI 14 %	Midland Bank 14 %
BCCI 14 % Bank of Cyprus 14 %	■ Samuel Montagu 14 %
Bank of N.S.W 14 %	■ Morgan Grenfeli 14 %
Banque Belge Ltd 14 %	National Westminster 14 %
Banque du Rhone et de	Norwich General Trust 14 %
la Tamise S.A 141%	P. S. Refson & Co 14 %
Barclays Bank 14 %	Rossminster 14 %
Beneficial Trust Ltd 15 %	Ryl. Bk. Canada (Ldn.) 14 %
Bremar Holdings Ltd. 15 %	Slavenburg's Bank 14 %
Brit. Bank of Mid. East 14 %	E. S. Schwab 14 %
Brown Shipley 14 %	Standard Chartered 14 %
Canada Perm't Trust 15 %	Trade Dev. Bank 14 %
Cayzer Ltd 14 %	Trustee Savings Bank 14 %
Cedar Holdings 14 %	Twentieth Century Bk. 14 %
Charterhouse Japhet 14 %	United Bank of Kuwait 14 %
Choulartons 14 %	Whiteaway Laidlaw 141%
C. E. Coates 14 %	Williams & Glyn's 14 %
Consolidated Credits 14 %	Wintrust Secs. Ltd 14 %
Co-operative Bank*14 %	Yorkshire Bank 14 %
Corinthian Secs 14 %	- 44
The Cyprus Popular Bk. 14 %	Members of the Accepting Houses Committee.
Duncan Lawrie 14 %	* 7-day deposits 115%, 1-month
Eagil Trust 14 %	114%. Short term £4,000/12 months
E. T. Trust Limited14 %	13.35%.
First Nat. Fin. Corp 161%	† 7-day deposits on sums of £10,000
First Nat. Secs. Ltd 16 %	and under 1112%, up to £50,000
Robert Fraser 14 %	12%, and over £50,000 125%.

Robert Fraser 14 % 12%, and over £50,000 121%.

Antony Gibbs 14 % 111%.

Greyhound Guaranty 14 % 7 -day deposits 12%.

Guinness Mahon 114 % 121-day deposits 12%.

Guinness Mahon 114 % 121-day deposits over £1,000 13%.

CORAL INDEX: Close 485-490 (--7)

LOCAL AUTHORITY BOND TABLE

(-2002	Annual gross interest	pay-	Minimum	Life of bond
parenthéses)	%		. £	Year
Knowsley (051-548 6555)	134	 -year	1,000	5-7
Sefton MBC (051-922 4040)		i-year	2.000	2-5

Public Works Loan Board rates

Effective from February 14 Quota loans repaid

Over 5, up to 10 ... Over 10, up to 15... Over 15, up to 25... Over 25 * Non-quota loans B are 1 per cent higher in each case than non-quota loans A. † Equal instalments of principal. ‡ Repayment by half-yearly annuity (fixed equal half-yearly payments to include principal and interest). § With half-yearly payment of interest only.

RECENT ISSUES

EŲ	U		•
 		 _	_

issue	ĖŞ.	# 20 e	198	0/81	Stock	E 9 .	Ĺ.,	ë. ‡	3160	기를 등	د نیا
Price p:	Pal	Renu		Low		85.0	٣	ǰ₹	₽ĕ	53	٥٠
150 610 105 54 100 425 4.85 55 814	F.P F.P P.P	13/5 13/5	175 680 15 8 102 45 9 14 106 84	600 13 ¹ / ₄ 61 ₂ 95 89 71 ₂ 12 96	British Aerospace 50 % Cramphorn % Cramphorn % Cramphorn % Dunton 5p. New Darien Oil Trus Oil & Gas Production Oil & Gas Production % Parkfield Foundri' % Parkfield Foundri' % Sonic Sound Audio 19 Westpool Inv. Defd	.650 1519 712 1 99 1 38 719 1 38		11	8.1	3.6 - - - - - - - - - - - - - - - - - - -	2.4
			_•								_

FIXED INTEREST STOCKS

İ	9.0	155 155 155 155 155 155 155 155 155 155	252	198	0/81		를 p.	-}- 01
1	Price	F.B	352	High	Low.	Stock	왕	-
	\$100 100p 11 \$6 £100 99	£10 F.P. F.P. £20 £50 F.P.	28/1 12/2 26/2 27/3 20/4 23/3	105p 1144 105 213 46 1014 152p	102p 1061a 1041a 2034 41 9834	Affied London 86% Cnv. Uns. Ln. 1999 Bristol Water 87, Red. Pref; 86 Comben 11,575°C cum. Red. Pref. Comben 11,575°C cum. Red. Pref. Crystalate 94% Cnv. Uns. Ln. 1982000 Essex Waterworks 84% Red. Prf. 1985 Iceland 141 ₂ % 016 Loci. Merchant Secs. 77% CovUnsLn 2001-05 Mid-Sussex W'rw'lss 14% Red. Deb. 186-88 Paterson Rr. 111% Cum. Cnv. Prf Fortals 91 ₂ % Cnv. 1994-2000	1112 106p 11412 10412 2075 46	+ 12
Į	Li Li		1			7-01 talis 3-2% Oliv. 1354-2000	110	!

"RIGHTS" OFFERS Latest

	Date	1980/81			302	+01	
Price E	● "=	High	Low	Stock	Ologia Prio Pario	-	
154 p Nii 30 F.P. 6 45 F.P. 18 184 F.P. 25 \$11,05,65,cts 45p Nii	5/2 27/3	59pm 22pm 41 65 220 75 5pm 86 367	17pm 341 ₂ 53 188 27 21 ₂ pm 71	Argyll Foods Assoc. Dairies Benjox Hampton Trust Johnson, Matthey North Kajuril Mines Paradise B. Norcres Royal Insurance	55pm 22pm 37 59 220 34 31ppm 86 350	+1 +1 -1 +1 +1 +1q	

Renunciation date usually last day for dealing free of stamp duty. b Figures based on prospectus estimate. g Assumed dividend and yield. u Forecast dividend: cover based on previous year's samings. F Dividend and yield based on prospectus or other official estimate for 1979. Q Gross. T Figures assumed. Cover allows for conversion of shares not now ranking for dividend or ranking only for restricted dividends. § Placing price to public. pt Pence unless otherwise indicated. I Issued by tender. || Offered to holders of ordinary shares as a "rights." || Issued by tender. || Offered to holders of ordinary shares as a "rights." || Issued by way of capitalisation. §§ Reintroduced. If Issued to commection with reorganisation. merger or takeover. || (introduction. If Issued to former preference holders. E Allothent letters (or fully-paid). e Provisional or partly-paid allotment letters. * With warrants. It Dealings under special Rule. * Unilisted Securities Market. * London Usting. * Resulting from debt settlement scheme. * Unils comprising 125 A Ord. & 6 12-2% Cum. Pref.

BUILDING SOCIETY RATES

Every Saturday the Financial Times publishes a table giving details of

Building Society Rates

on offer to the public

For further advertising details please ring: 01-248 8000, Extn. 3606

I.G. Index. Tel: 01-622 9192. Three Menth Silver 588-593 Our clients speculate, free of tax, in very small to very large amounts, on 1. London Traded commodities, including GOLD.
2. The STERLING/DOLLAR exchange rate.
LG. Index Limited, 73 The Chase, SW4 ONP. Te

UNIT TRUST SERVICE

Providence Capital Life Ass. (C.L.)
PO Box 121, St Peter Port, Guerrery 0481 261
Steving Bood Fd. (77) 694
Surviya Emity Fd. (60) 694
Inst. Bond Fd. (83) 77 1.12
Inst. Bond Fd. (83) 77 1.12
Inst. Capity Fd. (85) 167 1.12
Prices at Feb. 18. Next desiring Feb. 28.

OFFSHORE & OVERSEAS—contd.

Frankfurt Trust Investment South! New Makiner Strase 74-76, D-6000 Frankfurt FT-Interasis INSE 35 49,72 — Frankf. Effekt. Fd. 1980-90 53,00-48.45 —

Cartenere Fund Managers (1085) (a)
P.O. Box 32 Douglas, Isle of Man. Tel. 0524 23911.
Cartenere Ind. 100. 138.9 147.8 15.50

Hambro Pacific Fund Mont. Ltd.

| Jardine Fleming & Co. Lini | Jardine Fleming & Co. Lini | Jardine Fleming & Co. Lini | Jardine Fleming & Co. Lini | Jardine Fleming & Co. Lini | Jardine Fleming & Co. Lini | Jardine Fleming & Co. Lini | Jardine Fleming & Co. Lini | Jardine Fleming & Co. Lini | Jardine Fleming & Co. J. 195 | Jardine Fleming | Jardine Fleming | Jardine Fleming | Jardine Fleming | Jardine Fleming | Jardine Fleming | Jardine Fleming | Jardine Fleming | Jardine Fleming | Jardine Fleming | Jardine Fleming | Jardine Fleming | Jardine Fleming | Jardine Fleming | Jardine Fleming | Jardine Fleming | Jardine Fleming | Jardine Fleming | Jardine Fleming | Jardine Fleming | Jardine Fleming | Jardine Fleming | Jardine Fleming | Jardine Fleming | Jardine Fleming | Jardine Fleming | Jardine Fleming | Jardine Fleming | Jardine Fleming | Jardine Fleming | Jardine Fleming | Jardine Fleming | Jardine Fleming | Jardine Fleming | Jardine Fleming | Jardine Fleming | Jardine Fleming | Jardine Fleming | Jardine Fleming | Jardine Fleming | Jardine Fleming | Jardine Fleming | Jardine Fleming | Jardine Fleming | Jardine Fleming | Jardine Fleming | Jardine Fleming | Jardine Fleming | Jardine Fleming | Jardine Fleming | Jardine Fleming | Jardine Fleming | Jardine Fleming | Jardine Fleming | Jardine Fleming | Jardine Fleming | Jardine Fleming | Jardine Fleming | Jardine Fleming | Jardine Fleming | Jardine Fleming | Jardine Fleming | Jardine Fleming | Jardine Fleming | Jardine Fleming | Jardine Fleming | Jardine Fleming | Jardine Fleming | Jardine Fleming | Jardine Fleming | Jardine Fleming | Jardine Fleming | Jardine Fleming | Jardine Fleming | Jardine Fleming | Jardine Fleming | Jardine Fleming | Jardine Fleming | Jardine Fleming | Jardine Fleming | Jardine Fleming | Jardine Fleming | Jardine Fleming | Jardine Fleming | Jardine Fleming | Jardine Fleming | Jardine Fleming | Jardine Fleming | Jardine Fleming | Jardine Fleming | Jardine Fleming | Jardine Fleming | Jardine Fleming | Jardine Fleming | Jardine Fleming | Jardine Fleming | Jardine Fleming | Jardin

First and Bensom Group

205-99 (16.52)

205-90 (16.52)

205-90 (16.52)

205-90 (16.52)

205-90 (16.52)

205-90 (16.52)

205-90 (16.52)

205-90 (16.52)

205-90 (16.52)

205-90 (16.52)

205-90 (16.52)

205-90 (16.52)

205-90 (16.52)

205-90 (16.52)

205-90 (16.52)

205-90 (16.52)

205-90 (16.52)

205-90 (16.52)

205-90 (16.52)

205-90 (16.52)

205-90 (16.52)

205-90 (16.52)

205-90 (16.52)

205-90 (16.52)

205-90 (16.52)

205-90 (16.52)

205-90 (16.52)

205-90 (16.52)

205-90 (16.52)

205-90 (16.52)

205-90 (16.52)

205-90 (16.52)

205-90 (16.52)

205-90 (16.52)

205-90 (16.52)

205-90 (16.52)

205-90 (16.52)

205-90 (16.52)

205-90 (16.52)

205-90 (16.52)

205-90 (16.52)

205-90 (16.52)

205-90 (16.52)

205-90 (16.52)

205-90 (16.52)

205-90 (16.52)

205-90 (16.52)

205-90 (16.52)

205-90 (16.52)

205-90 (16.52)

205-90 (16.52)

205-90 (16.52)

205-90 (16.52)

205-90 (16.52)

205-90 (16.52)

205-90 (16.52)

205-90 (16.52)

205-90 (16.52)

205-90 (16.52)

205-90 (16.52)

205-90 (16.52)

205-90 (16.52)

205-90 (16.52)

205-90 (16.52)

205-90 (16.52)

205-90 (16.52)

205-90 (16.52)

205-90 (16.52)

205-90 (16.52)

205-90 (16.52)

205-90 (16.52)

205-90 (16.52)

205-90 (16.52)

205-90 (16.52)

205-90 (16.52)

205-90 (16.52)

205-90 (16.52)

205-90 (16.52)

205-90 (16.52)

205-90 (16.52)

205-90 (16.52)

205-90 (16.52)

205-90 (16.52)

205-90 (16.52)

205-90 (16.52)

205-90 (16.52)

205-90 (16.52)

205-90 (16.52)

205-90 (16.52)

205-90 (16.52)

205-90 (16.52)

205-90 (16.52)

205-90 (16.52)

205-90 (16.52)

205-90 (16.52)

205-90 (16.52)

205-90 (16.52)

205-90 (16.52)

205-90 (16.52)

205-90 (16.52)

205-90 (16.52)

205-90 (16.52)

205-90 (16.52)

205-90 (16.52)

205-90 (16.52)

205-90 (16.52)

205-90 (16.52)

205-90 (16.52)

205-90 (16.52)

205-90 (16.52)

205-90 (16.52)

205-90 (16.52)

205-90 (16.52)

205-90 (16.52)

205-90 (16.52)

205-90 (16.52)

205-90 (16.52)

205-90 (16.52)

205-90 (16.52)

205-90 (16.52)

205-90 (16.52)

205-90 (16.52)

205-90 (16.52)

205-90 (16.52)

205-90 (16.52)

205-90 (16.52)

205-90

CIETY

UNIT Becklershery, I High Income a storts American Canadam Exer Canadam Exer Canadam Proximation Proxi	Unit Tst. Mgrs. Ltd. London ECCM 880. 01-248 4984 19:3 38.54 40.2 11.86 19:3 51.2 42.2 22.1 19:4 51.8 51.1 33.5 10:4 51.8 51.1 33.5 10:4 51.8 51.1 31.0 10:5 51.8 51.1 31.0 10:5 51.8 51.1 31.0 10:5 51.8 51.1 31.0 10:5 51.8 51.1 31.0	FT UNIT TRUST INFORMATION SERVICE Legal House, Croydon CR9 11.U. 2015 Property Faint (A) 2015 Agric [and [A] 2015 Agric [and [A] 2015 Agric [and [A] 2015 Agric [and [A] 2015 Backly	mance/Peosions(a)(b)(c) d, Bristol. 0277 52241 1582 1582 1 2023 2023
Jahbery Unite Test. Magris. (a) GR Trust—Wes #240, Garbotine Ros. Aplestury (276 5942 Crescent Ur Raber Prop. (bil. 151 2 53.941 -17 246 4 Merbille Cres. Abbry Carllel 252 MB 923 500 Cres. Aster. Fd	12.2 47.28 -0.1 13.10 city dealing day Wedersday, nit Tst. Mrngys. Ltd. (a.1/g) Eduburgh 3 031-226 4731 136.0 41.1 -1.1 0.41 175.4 81.4 -0.5 1.77	M & G Group (y)(c)(z) Scottists Equitable Fnd, Ngrs. Litt. Scottists Equitable Assertable Fnd Scottists Equitable Fnd, Ngrs. Litt. Scottists E	746.6 746.8
Allew Harrey & Ross Unit Tst. Magrs. 25 Ording Per Unit Tst. Magrs. 25 Ording London ECRN SPR. 01-622 6314. Discretionar	Unit Trust Magt. Ltd. en, Barnstaple, Devon 0271 76324 nit Ts.124.1 25.5	Commonity 177.7 197.34 +2.7 3.17 197.35	Assurance
Affied Hambro Ltd. (a) (g) E.F. Winci Humbro Nac., Hutton, Brentwood, Esser. 44, Bitomstars (U.588 285), or Brentwood (UZ/7) 211459 Raincral Bunds	Nester Fund Rings Co. 77 Squart, WC1A 2RA 01-623 8893 10 cm 17.6 19.40 7.25 10 cm 24.0 28.70 3.68	Coccus Units	mesions Limited St., Lda., WTR 9LA 01.499 4923 L90.5 149.0
Elect. & Inc. Dec. 1835 46.9 -0.2 5.38 200 Albernarie Allied Lengtal. 94.8 101.4 0.01 4.54 Rott. Fracer U Basebre Fortol. 190.2 190.3 -0.3 4.7 Equality & L Instance Fortol. 190.2 190.9 -0.4 4.7 Equality & L Instance Fortol. 190.2 100.2 100.2 Equity & Low. 190.8 Viside Fd. 190.3 -0.1 4.00 Equity & Low. 190.8 Fidelity Low. 190.8 -0.1 4.00 Fidelity Low.	SL WI. 01-493 3271 LTM 184.9 91.3 6.00 LTM Um. Tr. M.W (A)(h)(c) 159 Wycombe. 0494 33377 157.0 91.5 0.44 4.77 157.0	High income	Ereter. 0392-52155 L. J. J. J. J. J. J. J. J. J. J. J. J. J.
Indervational Finals 13.2 15.5st -0.3 27.5 American (2) Indervational 13.2 15.5st -0.3 27.5 Gill + Final in Junior Fund 14.6 25.3 -0.3 27.5 Gill + Final in Junior Fund 14.6 25.5 -0.3 27.5 Gill + Final in Junior Fund 13.5	18. (7) 27 28 -0.2 0.61 27 28 28 28 28 28 28 28 28 28 28 28 28 28	Sendier Companies 2515 207 in 10.1 12.5 Commonthy 4.3 87.1 14.0 2.27 Perus Bird Acciona. 185.9 1	SHORE &
Met. Min. & Cristy	100 100 100 100 100 100 100 100 100 100	St. George's Way, Severage. 0408 56101	1 Management Limited
Auderson Unit Trest Managers 1.05. 156, Freduct S. (EC3M 6AA. 625 925) Anderson U.T. (65.4 70.1] 4.67 Austractive Tunit Mount Co. Ltd. 1. Robie Su. EC2V 71.A. 101.726 4750 (Account Units Controlled English Co. Ltd. 1. Robie Su. EC2V 71.A. 128 Robi 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	Sel, EC2M 580	Hre Gen Feb 13 177 162 410 Tower Built Trust Magt. Ltd. St. Helen's, J. Understein, ECS. 01-283 7500 Legal & General Prop. Feb. 121. Prop. Feb. 23 42.70 44.02 +0.28 - Alexander Fond.	kame, Lucembourg. 1
Commercity 13.9 651 2.78 Pintam End, II (1986) 13.9 148.7 2.78 Friends Prov. I (1986) Wellchreugh 67.0 71.6 2.78 Do. Accord. Einstein & Internation 138.7 41.4 120 Franch In C.	1)	### Fact in head Species Stantions 10.4 31.9 1.45 1.5	St. Heller, Joy. C. 1. 0534-73741. Fd. MSS18.5 10.26ad
(Accomplation) 174.6 1233 9.67 Cooks feb. 125.5 1.65 Foreign 1.05 125 1.00 High Yield Feb. 125.5 1.00 High Yield Feb. 125.7 1.00 High Yield Feb. 125.7 1.00 1.00 Feb. 125.7 1.00 Feb. 125.7 1	12 798 83.7 11.47 b. 12 90.5 94.8 10.97 strated to modes since Court control. Managers Ltd.9 2rcss, EC2M 703. 03-628 8131	The state of the s	St. Heter, Jersey, 0534 78077 1079 1135 0
High increase 13.1 13.2 13.2 13.2 13.3 13.2 13.2 13.3	Un 2032 2185 +11 850 - 20 1825 1962 -68 190 21 1925 1962 -68 190 21 1925 1984 +04 6-21	10	nerica International S.A. Royal, Lucemborg G.D. Royal, Lucemborg G.D. Royal, Sanda 100.181-2171 9 48 Lany 19, Ned sin. Gay February 25. Lambiert Rejence B 1000 Srussels LUSSELS9 55.161+0.191 8.39
Archevay Unit 1st. Higs. Ltd. \$ (a)(c) 5 Reyleigh Ro. 317, High Holborn, WCIV 7NI. 02-831 6293 Archevy Front. 1188 126.9 5.22 Gartmore F. Archevy Front. 1188 126.9 5.22 Sary Archevy Ford. 1188 126.9 5.22 Mary Archevy Ford. 15.1 Mary Archevy Ford. 15.2 Mary Archevy Ford.	rust (2) (9) ad, Brestnood (0277) 227900 ad, Brestnood (0277) 227900 The first Managers (2) (3) (4) as ECSA 88P 01-623 6114 c0.623 5766/5806 as 1272 405 -101 9.02	Minster Fund Managers Ltd. ### Carreer Read Bristol. ### Bristol	anagers (Jersey) Ltd. \$2. Heiser, Jersey 0.534 74806
Unicorn No. 252, Respired Rd., 27, GL-39 394 British Tst. (D. Unicorn America. 34.9 36.5 - 1.2 1.01 Commodity St. Do. Aust. Acc. 318.4 148.8 + 407 0.34 Extra tocore Do. Aust. Inc. 318.4 148.4 + 40.7 0.34 Extra tocore Do. Aust. Inc. 318.4 190.4 - 0.4 5.10 Extra tocore Do. Extra tocore 23.3 19.5 - 0.4 High moone Do. Extra tocore 23.3 19.5 - 9.31 Inc. Agencies Do. Extra tocore 23.3 19.5 - 9.32 Inc. Agencies Do. Extra tocore 23.3 19.5 - 9.32 Inc. Agencies Do. Extra tocore 23.3 19.5 - 9.32 Inc. Agencies Do. Extra tocore 23.3 19.5 - 9.32 Inc. Agencies Do. Extra tocore 23.3 19.5 - 9.32 Inc. Agencies Do. Extra tocore 23.3 19.5 - 9.32 Inc. Agencies Do. Extra tocore 23.3 19.5 - 9.32 Inc. Agencies Do. Extra tocore 23.3 19.5 - 9.32 Inc. Agencies Do. Extra tocore 23.3 19.5 - 9.32 Inc. Agencies Do. Extra tocore 23.3 19.5 - 9.32 Inc. Agencies Do. Extra tocore 23.3 19.5 - 9.32 Inc. Agencies Do. Extra tocore 23.3 19.5 - 9.32 Inc. Agencies 23.3 19.5 19.5 19.5 19.5 19.5 19.5 19.5 19.5	Tst 54.0 58.1m +0.3 10.73 77.1 83.0m +0.4 7.45 117.14 18.32m +0.8 4.77 Ft 1710.6 120.5 -0.4 5.24	163, Hope Street, Gisspow, G229H. 011-221-521 164, Hope Street, Gisspow, G229H. 011-221-521 165, Hope Street, Gisspow, G229H. 011-221-521 165, Hope Street, Gisspow, G229H. 011-221-521 165, Hope Street, Gisspow, G229H. 011-221-521 165, Hope Street, Gisspow, G229H. 011-221-521 165, Hope Street, Gisspow, G229H. 011-251 1	Design Sec
Do. Generati 19, 43.8 5.2 left. 15.1 (Acc. Do. Cit. & Pont, int. int. 47.4 91.1st -15.1 12.47 int. 13. (Ost. Do. Growth Acc. 16.5 70.4 3.98 labar 1 rest. Do. Income Treat 18.2 118.5st -15.7 7.15 7.15 Special Stat. 10.8 14.5 15.1 14.5 pecial Stat. 10.8 14.5 14.5 14.5 14.5 14.5 14.5 14.5 14.5	752. 327 + 414 1.01 1.02 1.02 1.02 1.03	Mattoral Bion Chip 52 Scale Inc. 1974 10 Del 402 1123 County Fill Inc. 1974 123 404 491 Fair Eastern Feb. 17 1723 1734 1734 1734 1734 1734 1734 1734 173	2 SS9.62 63.38 168 2 63.340 35.43 168 2 61.004 1.689 178 2 500 and "61. Next vol. March 2 augement Ltd. 1, Hong Kong
Do. Income	637 47 64 601 430 631 621 621 621 621 621 621 621 621 621 62	**Prizes on Feb. 1 tient dealing lists. 1 **High Inc. Priority	725.300
Bishopspate Progressive Mgart Co. 7 Govett Civ. 9, Bishopspate, EC2. 01.938 6280. 77 London W. Byste P. **Feb. 3.931.4 2415 Da. Accum. U. F. Syste. int. Feb. 10. 2642 26.2 170 St. European (Accum.) Feb. 10	Feb. 13-1594 1694 220	10 10 10 10 10 10 10 10	torents 58.0
Regis its i ling william St. ECA. 01.423 4951 Starright. Feb. Amer. Gen. 5943 36.5 1157 Access, Light Amer. Gen. 5943 36.5 1157 Access, Light Amer. Gen. 5943 46.5 26.5 26.7 26.5 26.5 26.5 26.5 26.5 26.5 26.5 26.5	18 280 37/18 56 56 56 56 56 56 56 56 56 56 56 56 56	Northspate Unit Trest Managers Lis. (c)(y) Waring Street, Bethst. 0292 52521 Capter Concerns Find 1.5 Capter Concerns Fin	## Family C10.73 -0.12 14.50 C10.73 -0.12 14.50 C10.73 -0.12 14.50 C10.73
Dutting "Ipes, Silled, Erhans, Prices Feb. 17/10519. Gaccian, Unit Canada, Feb. 17/10519. Gold, Saliciany Mar., 4th Fir., Finchery Circus, Caccian, Unit Landes Ec. 201 Soil. Bulliannia unit programme 201 A 77. Bulliannia unit programme 201 A 77. Bulliannia unit programme 201 A 77. Bulliannia unit programme 201 A 77. Bulliannia unit programme 201 A 77. Bulliannia unit programme 201 A 77. Bulliannia unit programme 201 A 77.		Pearl Trisst Managers Ltd. (a)(g)(z) Pearl Trisst Managers Ltd. (a)(g)(z) Pearl Growth Fd. (a)(g)(z) Pearl Growth Fd. (a)(g)(z) Pearl Growth Fd. (a)(g)(z) Account Units 137	MISSIS-78 10.611-0.02
		Pelican Units Admin. Ltd. (g/k2) 75-53, Princers St., Manchester. Gob. 236, 5685 Price and Lotts	i, Hamikon, Bermada. 7 — 18554.91 5.877 10.76 12.22 2.19 10.96 16mptry 5. Next sub. day March 2. 8. 1211 Geneva 12. 00.0 4122-466288
inc. 6. Growth 17.7 Class 1.1 Class 1.2 Class	54 977 63 853 64 4454 61 833 87 479 1344	Previous interest of the Type of the Computer	et Managers Ltd., St. Julians Are, St. Peter Port, 0481.28288 Trast 1008.0 107.0
Schlesinger An. Exemp. 277 29.2 - 1.0 1.6 International An. Exemp. 273 401 - 1.5 1.12 International An. Exemp. 10.3 5.7 401 - 1.5 1.12 World Wide- Exemp. High Vicia. 27.6 20 40.1 8.9 Overview Fee Exemp. High Vicia. 27.6 20 40.1 8.9 Overview Fee	52 9 57.3 +0.3 105 602 65.4 -15 124 1 1502 54.3 -10 043 Feb 20 1526 1620 -22 277	Presil. Portifule Mingrs. Ltd. (a)(h)(c) (a)(h	Row, ECA 01-248 3999
Inc. 10% Worth. 20.5 33.0 + 0.1 5.6 North American Science State S	76.6 833 -2.7 0.39 25. 120.9	Reflance Unit Mgrs. Ltd. V Althougy Life Assurance Co. Ltd. Reflance Hsp. Tunkertope Wells, Nr. 089222271 Althougy Life Assurance Co. Ltd. Reflance Hsp. Tunkertope Wells, Nr. 089222271 Althougy Life Assurance Co. Ltd. Reflance Hsp. Tunkertope Wells, Nr. 089222271 Althougy Life Assurance Co. Ltd. Property Bondry 72644 275.4 Property Bondry 7264 11 Cach Cop. 1216 123 +0.1 Cach Cop. 1216 12	"Prices at Jan. 31. patranodities (Isle of Mish) Ltd. et, Douglas, I.a.M. 0624 21724 at Ires 1.1862 1.16655
UK Grib, Okt. UK Grib, Okt. 12.1 24.3	sei Uset Tst. Mgss.; (a) _EC2P 21X	Rothschild Asset Management (a) (g) Fine Arc. 2025 76.3 — Property Initial III 112.7 — Property Pers. 77.5 0.6 Committee III 112.7 — Property Pers. 77.5 0.7 Pers. Managed Acc. 134.9 142.1 — Deposit Initial III. 137.5 — Deposit Initial III. 137.5 — Deposit Initial III. 137.5 — Deposit Initial III. 137.5 — Deposit Initial III. 137.5 — Deposit Initial III. 137.5 — Deposit Initial III. 137.5 — Deposit Initial III. 137.5 — Deposit Initial III. 137.5 — Deposit Initial III. 137.5 — Deposit Initial III. 137.5 — Deposit Initial III. 137.5 — Deposit Initial III. 137.5 — Deposit I	iz, Peter Port, Guernsey. 0481, 26521. b Fe- 1510, 28 10,754 -0.03 3.20 G.I. 19.19 11.601 13.74 "Daily Deallogs. s. (Basensey) Ltd. f, St. Peter Port, Guernsey [216.5 235.5]
Brews Shipley & Co. Ltd. ((2)(g) (1) High Yell (1) Harlands Hee, Raywayds HVb, Sc. 0444-58144 (2) half Tanger I (2) half	THE TOTAL COLUMN TO THE TO	R.C. Int. R.C. Aprile of Water Rd. Firmonth. Call 2762122 Pest. Eastly Ref. Call 27621222	rd Royat, Lacembourg
10 10 10 10 10 10 10 10	Tech for St. 100 67.7 - 2 4.30 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	Rayal Tst. Com. Pd. Mayra. Ltd. Properly Pension 56.5 10.04 10.05 10.	1 213, 6000 Frankfurt 1
(Accom. Ut.) Feb. 18. 16. 2 99.7 307 Rey Small C inches, R. Po. 17. 16. 2 16. 90 307 Rey Small C (Accom. Ut.) Feb. 17. 78.4 12.20 307 Registration (Accom. Ut.) Feb. 17. 78.4 12.20 307 Registration (Accom. Ut.) Feb. 17. 18. 18. 18. 18. 18. 18. 18. 18. 18. 18	Trust 170.5	66-73 Green St. Combined EPZ 407. Deallost to UL-524 5697 or CRI.226 7351 September 1924 569 or CRI.	16.90 - 120 - 20 - 20 - 20 - 20 - 20 - 20 -
L & C U Caper (James) Singl. 4.5d. The Sport E 100, OM Scout St., EC20 189, 01-588 6010 AC Inc. F	Tri Art. 1914 438 55M 170m 1714 1715 1714 1715 1714 1715 1714 1715 1715	Manual M	
Print on Rel. 18. Heat deather Mr. 2.66 Legal & C. Prick on Rel. 18. Heat deather Mr. 2.66 Legal & C. Prick on Rel. 18. Heat deather Mr. 2. Standard Legal Standard Conv. Sedang Unit Transf. Blancagers L. School Standard Conv. Sedang Conv. Feb. 1831. 2.58 40.2 2.55 Legal Rel. 2.56 1.57 Legal Rel. 2.58 1	Genteral (Unit Tst. Mayer.) List V Rd. Breatweed 0277 277238 Cel. 11.—185.8 22.104 4.11 Feb. 11.—193.6 123.564 4.11 Next sep. day March 11.	Section 1987 1987 1988 1989	Holdings N.V. 5, Wilterstad Curacaa, ss. Late 15 Curisopher St. EC2. 7243. Teles 8814408. 185325 2137
Charilers Charities N/R Fundities Les Outries 15, Moorgans, Lesien, EC2. 01.638 4121 Les Accountingers 18, 118, 118, 118, 118, 118, 118, 118,	ntion	Finel interest Feed (2) Causald Life Assurance Co. Managed Feed 1933 1835 183	la Levete Linearhibury Le FFS Safshury HSt. London Wall Tel. 01-920 0776 Teles 887281 tions US\$43.60 +0.15 1.95 mt. 1.td. lav. Advisers Posatzey Hill, EC4. 01-623 4680 us Fd US\$23.16 us Feb. 11. Weeldy dealing.
77 Leaden Wall, EC2N 1DE. 01-58 2015 Do. (Accum- frome-las, 20 180.54 E.09 E.09 Energy int. Accum.int. 20 180.54 E.09 (a)(g) Chieffain Trust Managers Lide (a)(g) 11, New St. EC2N 4TP: 01-203-2632 Do. (Accum- Fer Lating Val. (21. 41.7 St.) 1.4 Do. (Accum- 10. Accum- 11. 154 Do. (Accum- 12. 154 Do. (Accum- 13. 154 Do. (Accum- 14. 154 Do. (Accum- 155 Do. (Accum- 15	"" Po's 45 75 JU 9 15	AS S. Martinet Land W.C.2. 10.200 3424 Present 177.8 1658 Early Frend 177.8 1658 Early Frend 177.8 1658 Early Frend 177.8 1658 Early Frend 177.8 1658 Early Frend 177.8 1658	ternational Ltd.), Hamikon, Bermuda, Hise., Queen St., St. Heller,
* Tit-fre i initial and infinite transfer of the Carl State " of Mann		Schriebers 19th Warmagers 19th Managers 19th	1236 1236 1236 1236 1236 1236 1236 1236
TO LANGE	ain. (2) 19(1.0 53.7 4.75 attion(flex' Abstract Invest. Yet. 19(1.1 19.1 19.1 19.1 19.1 19.1 19.1 19.	According Acco	pan Fand S.A. -Come Loverbourg 12
[발라는] :			

THE STATE OF THE PROPERTY OF T

00	*. 	•		Financial Times Mond	, GRUCERIES
CRÁNE	FT SHARE	INFORMAT	ION SERVIC	E Sinklents Paid Jan. June Strott Jan. July Carl	Sheck Price C Bel Cw 671 PE clee Bond 4442 125 N13 P1 15 17 5 5 0 0 clee Bond 76 10 11 13 05 5 27 7 6 clee Bond 76 10 11 13 05 27 7 6 clee Bond 76 10 11 13 05 27 7 6 clee Bond 76 10 11 13 05 27 7 6 clee Bond 77 1 14 12 5 27 5 1 8 8 clee Bond 87 1 14 15 15 27 5 1 8 8 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1
FRUEHAUF HOLMES VEHICLE RECOVERY EQUIPMENT	I, I Ollivior	ME .			"A" N.V. 84 1110 1573 05 34664 em 202 210 2111 58 05 3479.7
SERVICE TO THE TRANSPORT INDUSTRY Come Frueband Limited	LOANS Interest - Stack Price Last See Stack Stac		ICALS, PLASTICS Last Dir YM Pin Dindends Stace Paris Stace Paris Stace Paris Stace Paris Paris Stace Paris Paris Stace Paris Pa	t Price to See Cyr Grs PE Jan. June English Cyr Grs PE Jan. Dr. F. M. Dr. F.	THE COLUMN TABLE TO SAME OF TAIL SAME OF TAI
Soun Green Dereham, Nortok	P Ublic Board and Ind. 1ia. 1:Agric Mt. 5pc '59-89 63 112 8.01 12.30 Feb. Aug. Alexanders D	227 166 1024c 3.6 5.4 51 Jan. MaylAkzo Fi. 51 265 251 17.9 1925% 19 8.6 6.1 July Nov. Anchor Co. 100 654 192 1925% 19 8.6 6.1 July Nov. Anchor Co. 11 395 15.9 21.5 — 7.8 — July RASFA 50 1636 24 11.9 195.7% — 6.0 — July RASFA 50 1636 24 11.9 195.7% — 6.0 — July Roy. Byer May	Chem. 68 13.19 53 2.1111 12.00 150	old 75 212 25 0 4.4 0 Jan June Haz 1125 126 200 2411 10 28 7.1 6.8 Feb. Scot Hills 15 20 200 2411 10 28 7.1 6.8 Feb. Scot Hills 15 20 200 2411 10 28 7.1 6.8 Feb. Scot Hills 15 20 200 2411 10 28 7.1 6.8 Feb. Scot Hills 15 20 200 2411 10 200 200 200 200 200 200 200 200 20	ards 10p 22 812 4.0 2.7 6.216.7 1 10p 92 812 4.0 2.7 6.216.7 1 10p 92 813 4.0 2.7 5.311.9 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1
BRITISH FUNDS Inferest Stock Price Last West Rest.	30.1 310 Do. without Warnts. 940-21-21.11 3.75 24-00 July Aug. Architect. July Langer.	71 255 2411110 — 62 — Nov. July Reset Cl. 285 101110258 — 6.4 — Jan. Aug. Brit. Bet Cl. 1 2001 92 1011 — 64.1 — Feb. Aug. Brit. Bet Cl. 1 2001 92 1015 — 6.6 — Feb. Aug. Brit. To Set Cl. 1 2001 92	100 27 147 20 - 1 1 30 11 34 Pri. 100 27 27 27 28 28 28 28 28 28 28 28 28 28 28 28 28	NGINEERING Feb. Sept. Long December Long Long Long Long Long Long Long Long	result
"Shorts" (Lives up to Five Years) 10. 14p(reasery 9ap. 198111. 994, 248 9.78 12.57 120. 12bm Exch. 9ap. 1981. 984, 212 9.62 21F 21augExch. 9ac. 1981. 957, 151 3.13 11.93 21F 21augExch. 3x 1981. 957, 151 3.13 11.93	200 Fri 1402 83 Feb Billes 11 12 13 14 15 15 15 15 15 15 15	61 300 299 1150 51 71 38 Mar. Sept Do. 8-4 398 19 M18.5 5.9 6.6 31 Mar. Sept Do. 8-4 (1) 380 2411 13.0 - 4.3 - Feb inty Condition	Greun 131 814 15.65 75 75 75 75 75 75 75 75 75 75 75 75 75	CHINE 100 5 05 H Oct. May Max Nov. May Max Apr. Nov. May Doc. 280 289 48.4 3.4 6.0 5.4 Nov. June May 100 5 239 48.4 3.4 6.0 5.4 Nov. June May 100 5 239 48.4 3.4 6.0 5.4 Nov. June May 100 5 239 100 100 100 100 100 100 100 100 100 10	thews (B) 322 213 340 (12)16 87 gr Trade Sto. 36 213 320 (2) 140 167 gr Trade Sto. 36 141 167 gr Trade Sto. 37 (2) 37
2748ay 2781 Exch. 124 or 1981## 1007; 17.10 12.77 12.26 15.40 15.21 ress.81-pr. 30-82## 961 912 8.76 12.16 15.40 15.51 ress.81-pr. 30-82## 944 9.1 3.16 8.57	11.5 11.5	100 575 377 014% — 11.0 — April Dixor-S 100 125-2 178 0125% — 5.3 — Fash of Fifth &	۱ ا ۱۵ ۱ ۱ ۱ ۱ ۱ ۱ ۱ ۱ ۱	Froup 163 1310 743 33 65 59 Mg Oct. Nar 109m 182 66 13 86 113 Dec. App Pan	them Foads 186 125 133 45 2210.9 rdin Pk. 10p 237 125 133 45 2210.9 rdin Pk. 10p 10 125 135 15 86 11.9 reson (R) 39 10.12
168 16Mcm Treasury 14pc 821±. 1811;5m 118 13:75 12.17 150 15.1m 17:eas. Variable 1269 951; 1811 12:99 13	FOREIGN BONDS & RAILS May May May House Gr.	May Nov. Habsus 1. 1. 420 26.1 6.2 5.8 2.113.6 Aug. Feb. filst. V 2.113.6 Aug. Feb. filst. V 2.113.6 Aug. Feb. filst. V 2.113.6 Aug. Feb. filst. V	d(1)100 61 730 24 3.7 8.7 3.7 Feb. Aug Anton. S reich 500 147 121 7.5 23 7.3 8.7 Oct. Many Act & La 2 DM5 237 48 407 99 21 9.3 51 Mar. July Ass. Britis DMS 237 48 407 99 21 9.3 51 Mar. July Ass. Britis DMS 237 231 346 51 Oct. Arr Assira Inc.	120 27.10 120 3.3 9.8 4.4 Jan. July 180 51 52 52 52 52 52 52 52 52 52 52 52 52 52	refusion Foods 161 2411 40.33 2.7 6.5 6.4 cmbree M. 50p 1130 2411 125 2.7 6.5 6.4 cmbree M. 50p 1130 2411 1052 60 2.1 14.5 cmbrey (1.) 347 2412 110 110 110 114 5.4 114 cmbree M. 50p 10p 2612 110 110 110 114 5.4 114 cmbree M. 50p 10p 2612 110 110 110 114 5.4 114 cmbree M. 50p 10p 2612 110 110 110 110 110 110 110 110 110 1
150 15, uri ives, variable 1299 957 212 8.64 11.96 11.96 12.95 12.18 12.95 12.18 12.95 12.18 12.95 12.18 12.95 12.18 12.95 12.18 12.95 12.18 12.95 12.18 12.95 12.18 12.95 12.18 12.95 12.18 12.95 12.18 12.95 12.18 12.95 12.18 12.95	1/2	ini 318 27.89 11.5 — 6.4 — Feb. Aug. 0o. 5 61. 233 28.7 10.5 — 6.4 — Feb. Aug. 1ot. Pe 10.5 289.2 28.2 0.75 — 3.8 — July Nov. Legist 1 156 11.8 13.75 5.7 3.4 5.4 July Nov. Legist 1 10. 159 7.9 — 9.3 — 1.0 July Legist 1 10. 159 7.9 — 9.3 — 1.0 July Legist 1	%PF, EL. 49 10th. 50p 85 299 8.75 1.111.77 4.8 Rev. May Baboock 10th. 50p 85 299 8.75 1.111.77 4.8 Rev. May Baboock 10th. 50p 136 812 150 1.87 4.315.7 1.811.06 65 147.5 1.310.6/10.3 Feb. Aug. Baker. Pr	James). 52 111 4467 21 H2 51 Deinter Sor ind. 95 K9 7.0 14 10 5 0 Apr. Sor ind. 61 243 - 161 Apr. Sop. Sop. Sop.	mportes 24 19 161 26 10.8 4.0 19 40.5 35 3.3 12.6 10.8 10.0 152 19 40.5 2.2 8.9 6.8 12 170 170 170 170 170 170 170 170 170 170
20au 20f Srch. 11-src 1994— 96. 16.111.70 12.85 22N 22N 22N 42 Fertheauer 14c. 1994— 1023 16.10 13.64 12.97 190 19.00 Exch. 3pc 1984— 77.3 12.11 3.76 10.57 26Nar 26ST reasury 12c. 1994— 77.3 22 22.9 12.29 12.89	1 M INIGIPER (DE ASS) 24 22 3 885 Sept. Mar. Horse Smith	142 2(11) 15.85 — 5.9 — Nove la 12.9 (15.85 — 2.5 — Feb. July Phys.)	de, A/S B	Sort 25 159 113 27 2-3 17.6 22 Mar. Sort 1 100 25 27 18 14 15 1.6 # 35 Apr. Oct. Uni 51 5 1.6 # 35 Apr. Oct. Uni 5	February 200 22 777 245 31 6.0 5.58 550 550 550 550 550 550 550 550 550 5
22May 22N Exch. 124pc 1985 97& 16.10 12.58 15.50 Five to Fifteen Years	301 31D lectard Gar. 33-86 62 19.11 72 13-86 May Nov. (Relement 1 10.12 10.1	B.L. 255 77,9 16.5 - 3.6 7.5 817.6 Feb. Nov. Stewer 5355 24.7 17.1 12.6 6 17.5 817.6 May Oct. Thurst 12.6 6 17.5 Apr. Oct. Wardle 85 - 31.7 11.8 20.0 5.3 8.5 2.9 Apr. Oct. Works 11.8 20.0 5.0 Apr. Oct. Works 11.8 20.0 5.0 Apr. Oct. Works 11.8 20.0 5.0 Apr. Oct. Works 11.8 20.0 Apr. Oct. Works 11.8 20.0 Apr. Oct. Works 11.8 20.0 Apr. Oct. Works 11.8 20.0 Apr. Oct. Works 11.8 20.0 Apr. Oct. Works 11.8 20.0 Apr.	Barder 10: 15,9 to 9 2.8312.9(3.2) M. J. S. D. Black by (Ber.) 10: 31 23.444.1.53 3.4 14.5 June Dec. Blackby emborine 85 13.30 45.75 3.7 9.7 3.8 May Dec. Boulton	Ser Nation (24 2710) 225 271 89 54 HO III 100 100 100 100 100 100 100 100 100	ent Walker 50 + 67 - 1811 1.75 - 54 5.7 5.6 for enter in 1.09 27 54 54 5.7 5.8 5.5 for enter in 1.09 27 54 54 5.7 5.8 5.5 for enter in 1.09 27 54 5.7 6.8 for enter in 1.09 54 54 5.7 6.8 for enter in 1.09 54 54 5.7 6.8 for enter in 1.09 54 54 5.7 6.8 for enter in 1.09 54 54 5.7 6.8 for enter in 1.09 54 54 5.7 6.8 for enter in 1.09 54 54 5.7 6.8 for enter in 1.09 54 54 5.7 6.8 for enter in 1.09 54 54 54 54 54 54 54 54 54 54 54 54 54
25 Aug. 25 Euch. 11 Aug. 86	Aug. Mar. Nat. West. June Ottoman Br	150 2411 018c 28 6.1 3.8 51 368 11.8 17.5 7.1 6.8 23 lay Feb Albert 20 546 134 031 6.5 7.8 3.3 Apr. Oct Amber	me 10r 28	Ded 109 38 812 32 66163 ct0 Apr. Oct 67 67 67 67 67 67 67 67 67 67 67 67 67	picture 50 1674 37 6.63 27 5.7 75 75 75 75 75 75 75 75 75 75 75 75 75
22Aug. 22F Treasity 11 (pt. 1999 8874 lb.11 1289 11 3.74 22Aug. 22F Do. A	Dividends Stack Price Last Div. The May Nov Schrobers Paid Stack E mi Gress Cur Gris Jan. July Secondic Nv. My. Ag. Sec. Pacific Apr. Oct ASA 222 11.2 \$5.507 — 110.0 Nov. June Smith St. Pacific Co. 10.1 Nov. June Smith St. Pacific Co	MG C C C C C C C C C C C C C C C C C C C	A 50	Cast 10p. 499 2411 34.0 241 11.0 6.3 Dec. Jumelite Eng. 10p. 15 1310 1810 5 23 18.0 6.3 Dec. Jumelite Eng. 10p. 5 241 3.5 6 9.8 6 July Oct. Price Conference of the Conference	orfolk (20 50) 27 (211 48 2 21 1215 min M F) 100 27 (211 48 2 21 1215 min M F) 100 27 (211 127 41 127 12 12 12 12 12 12 12 12 12 12 12 12 12
15.bi. 15.bi. 1988 1980 17.90 17.01	55 Ma_bs_CDe Armax \$1	520ml / 4 4 4	man (0.56) 22 ATT 1.25 — 8.1 — Sept. Mar. Bullour, no Text. 5p 22 ATT 1.25 — 8.1 — Sept. Mar. Bullour, not 1.53 11.8 b4.38 2.71 4.110.5 Feb. Aug. Butter, 1.53 11.8 b4.38 2.71 4.110.5 Feb. Aug. Butter, no (0.50.6 46 24.12 19.32 2.61.10.3 4.4 Mar. July Camfor	Cleisa	you Hotels 50. 11/2 1/3 1/3 1/3 1/3 1/3 1/3 1/3 1/3 1/3 1/3
22Mar. 225 Evolution 131 200 '92 950 18.8 13.98 14.1	2 A. J. U. 3a Benders Gro. \$625. 3 Mr. Ju. S.P. Bernder Corp. \$5 - 2694. 212 33.00 - 4.9 5.0 Feb. Aug. Cattle's H. Bender Corp. \$5 - 1602. 42 51.60 - 6.8 Feb. Aug. Cattle's H. Bender Corp. 15 - 1602. 124 2212 84c - 3.0 May S. D. Beth Store Corp. 15 - 1602. 124 2212 84c - 3.0 May S. Jan. Lloyde & S. Sefen 191. 90c - 7.1 Aug. Jan. Jan. Lloyde & S. Sefen 191. 90c - 7.1 Aug. Jan. Jan. Lloyde & S. Sefen 191. 90c - 7.1 Aug. Jan. Jan. Jan. Jan. Jan. Jan. Jan. Jan	e Purchase, etc. 100 24 30 42 1 10 10 10	ry (A) 20p 47 29,9 122 3 - 1 - 1 - 1 - 1 - 1 - 1 - 1 - 1 - 1 -	get in. 42 11.20 14.5 17 15.5 5.6 5.10 1.20 1.20 1.20 1.20 1.20 1.20 1.20 1	DUSTRIALS (Miscel.)
270 27Ap Exchanger 13 oc 1994 1805 229 14.94 14.1 227 228ap Exch. 121-oc 1994 907 14.11 37.6 14.89 17M Treasury 90: 94tt 764 13.10 12.18 13.1 13.1 13.1 14.1 14.1 14.1 14.1 14.1	Mir.uScOc C8S \$2.50	ancial 133 15.9 16.45 2.2 6.9 8.5 April Come of the last of the la	ell Dress 59 73 243 0.8 2.6 1.622.7 Jan. May(Cayton to 1.9 3.7 2.6 7.7 6.1 Jan. 20.6 13.16 17.5 4.1 3.667.9 Jan. 20.6 13.16 17.5 4.1 3.667.9 Jan. 20.6 13.16 17.5 4.1 3.667.9 Jan. July Conce. 1.66. 3.7 0.8 12.0 0.8 2. Jan. July Conce. 1.66. 3.7 0.8 13.16 17.3 3.3 7.7 Feb. Sept. Cook W. 1.66. 3.7 0.8 13.16 17.3 3.8 3.3 7.7 Feb. Sept. Cook W. 1.66. 3.7 0.8 13.16 17.3 3.8 3.3 8.7 Jan. June Cooper	7 Sam Sup. 33 129 775 14 1020 Mar. 002 A (CA) 20 230 2412 1628 47 42 54 Mar. 004 Apr. 40 005 Apr. 40 0	185 19 85 44 45 46 45 46 45 46 45 46 45 46 45 46 45 46 45 46 46 46 46 46 46 46 46 46 46 46 46 46
21.6 21.6 Exch. 101.0c. 1995	My AU N.F. City Inv. \$1.25 967 29.12 \$1.50 5.9 BEERS, V My AU N.F. Du Con Pri. B \$1. 15 27.12 \$2.00 5.9 BEERS, V \$2.11 \$1.12 7.9 Sept. Mar. Allied B 14 15 15 15 15 15 15 15 15 15 15 15 15 15	/ (NES AND SPIRITS Nov. June Emp ews 642 812450 1191111(5.7) April Oct Exe ews 642 812450 1191111(5.7) April Oct Exe Prilan 5128 92 10 114 28 686 Jan. Juny Fahr Prilan 5128 92 10 114 28 686 Jan. Juny Fahr	ire Stores - 130 231 132 3 3 2 3 3 4 Feb. Oct Crown pater 20p. 27 29 11 25 1 2 1 3 4 Feb. Oct Crown pater 25p. 16 24 1 15 1 2 1 3 4 6 1 Jame Dec Course 15 2 1 2 1 2 1 3 5 7 Jam. Sept. Double		Abbey Lot. Abor O. General. 23
158 15May Treasory 9n: '92'96tt	98 My.A.N.Fh. Cont. liffnots \$10. 147a 29.12 \$1.80 — 5.4 Mar. Sept. Behaves. 37 Ap. Jy.O.Ja. Crown Zell. \$5. 194, 512 \$2.30 — 5.4 Dec. Junes Bell Ard. 66 — — — — — — — — — — — — — — — — — —	Perkery 37 11.79 — 3.9 5.2 5.4 May Oct. Ford arr 50p 168 1811 6.08 3.9 5.2 5.4 Feb. App. Ford arr 50p 156 2 2 3 4 15.6 Jan. John Ford 100 2 2 2 3 4 15.6 Jan. John Ford 100 2 2 2 3 4 15.6 Jan. John Ford 100 2 2 2 3 4 15.6 Jan. John Ford 100 2 2 2 3 4 15.6 Jan. John Ford 100 2 2 2 3 4 15.6 Jan. John Ford 100 2 2 2 3 3 4 15.6 Jan. John Ford 100 2 2 2 3 3 4 15.6 Jan. John Ford 100 2 2 2 3 3 4 15.6 Jan. John Ford 100 2 2 2 3 3 4 15.6 Jan. John Ford 100 2 2 2 3 3 4 15.6 Jan. John Ford 100 2 2 3 3 4 15.6 Jan. John Ford 100 2 2 3 3 4 15.6 Jan. John Ford 100 2 2 3 3 4 15.6 Jan. John Ford 100 2 2 3 3 4 15.6 Jan. John Ford 100 2 2 3 3 4 15.6 Jan. John Ford 100 2 3 3 3 3 3 3 3 3 3 3 3 3 3 3 3 3 3 3	100 52 1710 1319 3.9 5.6 5.5 Feb. July Dermit Res Bros. 122 1710 1315 3.2 4.1 9.2 Mar. July Dermit Res Bros. 122 1710 13.5 3.2 4.1 9.2 Mar. July Dermit Res Bros. 122 1710 13.5 3.2 4.1 9.2 Mar. July Dermit Res Bros. 122 1710 172 Oct. Mar/Deson	is J.H. 10p 19 306 33.6 3.0 14.7(2.5) Apr. Oct. 1 10p 19 306 33.6 3.0 14.7(2.5) Apr. Oct. 1 10p 19 30 12 12 12 16 4.7 3.0 14.7(2.5) Apr. Oct. 1 10p 19 30 12 12 12 12 12 12 12 12 12 12 12 12 12	Achiev Inc. 1st. 49 at 97 8.0 21 24 24 Associal Commis In 97 8.0 27 8.1 5.0 27 8.1 5.0 27 8.1 5.0 27 8.1 5.0 29 5.0 4.7 6.6 5.8
22 Interesting 13 Inc. 7771. 21 Aug 21 Fexcheure 10 Inc. 1977. 21 Aug 21 Fexcheure 10 Inc. 1977. 1 Mar 13 Treasury 8 Inc. 1971. 1 N 1 May Treasury 6 Inc. 1971. 20 Mar 30S Treas. 15 Inc. 1981. 20 Mary 20 Hexch. 12 Inc. 1982. 20 May 20 Do. A	63 Mr.Ju.S.D. Exxxxx	Brew. 45 (3112-32) (22 7.117.6) Goo H.P.J. 173ml 9.2 8.54 22 7.117.6) Jane Nov. [Gracod 252 121 14.51 6.1 2.6 9.1 Mar. Dec Gus. Dec Gus. Dec Gus. Dec Gus. Dec Gus.	trian Ware 72 29 66.29 1.112.5 09.6 Dec. May Duct Universal 980 1 9.2 11.62 3.2 3.512.6 June Dec. Dupo 473 1 9.2 11.62 1.2 3.512.6 June Dec. Dupo 473 1 9.2 11.62 1.2 3.512.6 June Dec. Dupo 6.2 11.7 2.15 2.9 7.0 (5.5) Feb. Oct Elilo	le Sacks. 45 224 20 + 10.7 lan lary (B) (Hidgs) 43 145 1720 92412.25 3.0 10.2 3.9 Oct. Apr.	Austin File) 106 Austin Richert 1 28 117 50 13 8 1120 Austin Richert 1 28 117 50 13 8 1120 BBA Group 1 23 417 50 28 16 312 6 BE T. Delti 113th 92 7 57 29 8.8 59 BOC Interl. 386 298 1105 2 13 39 144
265 26Mar [Da. 16 L/Ogan 2000	62 Mr. Ju.S.D. Honeywell SL.50. 4224 33.8 33.9 3.1 Apr. July (Gorton) 1976 9.1 4806 1.8 Apr. July (Gorton) 1976 9.1 4806 1.8 Apr. Feb. Greenal 12 M S. D. Hubton (E. F.) S.D. 113. 212 806 3.2 Apr. Feb. Greenel	Ning - 75 217 49 27 93 56 lime Dec 10	celuma 100 103 ib56 29 7.5 e.1 May Oct. Exercise core Los. 100 23 22 148 3.9 22 5 May Oct. Exercise core Los. 100 23 23 24 May Oct. Exercise core Los 100 23 24 May Oct. Exercise core Los 100 25 25 25 25 25 25 25	mer in meria	Bairs (Wm.) £1 386 2411 1126 22 74 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1
198 19Mar (Treasery 12-pt 01-04) 894_ard 13.8 13.54 13. 198 19Mar (Treasery 12-pt 01-04) 894_ard 13.8 13.54 13. 14ls 14.br Funding 22-pt 01-05 994_15.10 13.71 13. 21.br Teasery 12-pt 01-05 13.05 12. 22.br Teasery 13-pt 01-07 13. 22.br Teasery 13-pt 01-07 13. 22.br Teasery 13-pt 01-07 13. 22.br Teasery 13-pt 01-07 13. 23.br Teasery 13-pt 01-07 13. 23.br Teasery 13-pt 01-07 13. 24. 25.br Teasery 13-pt 01-07 13. 25.br Teasery	58 Mr. Je S.D. I. U. Internationalii 693 and 10.2 (\$1.10 - 1.0 May 0 of 1 merce) 6.3 F. Mryauni. Kaiser Al. \$1.3 - 9720 42 \$1.40 - 6.4 Aug. Feb. linet Corp. \$0.10 - 3150 42 20c - 2.8 Aug. Feb. linet Corp. \$0.10 - 3150 42 20c - 5.6 Feb. 0 ct. Marcalli 5.5 Linet Corp. \$1.10 - 1.0 Ct. Marcalli 5.5 Linet S.D. poisiana land \$0.15 - 1.60 4.2 Aug. Horism	roon 153 121 015 14 46 53 51 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	1085 249 109 103 299 223 5.6 3.2 5.9 1an Aug/GEI use of Fraser 263 1330 45.26 1.9 9.7 Nov. June Gart see of Larse 76 1330 45.26 1.9 9.9 6.7 June Dec Gru se (Errest) 160 110 30.6 d.3.9 6 5.2 6 May Dec Gru se 8 Cerest 466 Roy. June Gre se 8 Cerest 466 Roy. June Gre se 8 Cerest 466 Roy. June Gre	med 10p. 87 118 9.15 118 15.0 45 Feb. Aug- med 15.0 118 9.15 118 15.0 15.2 — 10.2 13 18 5.2 17 7.3 (9.9)	Bathr Tm. 1581 221- 512 076c 25 25.50 Estator Clark. 185 1310 214 15 215 25 25 25 25 25 25 25 25 25 25 25 25 25
22.jul 22.ja Do. 'A' 25.jul 26.jul 26	Merrill Lynch S1 123 21 3 1 2 2 2 3 3 3 3 3 3 3	157 24.12 6.83 2.4 6.2 8.0 June Dec. 10 157 24.12 6.83 2.4 6.7 8.0 June Dec. 10 157 24.12 6.83 2.4 6.7 7.2 Oct. Arr. 1.8 158 24.12 5.0 3.3 3.5 11.8 Aug. Nov. Leg. 10 158 24.12 5.0 3.3 3.5 11.8 Aug. Nov. Leg. 10 158 24.12 5.0 3.3 3.5 11.8 Aug. Nov. Leg. 10	nick 10p 8# 24.4 82 1 34 9 10.8 9 1an. Aug. Habi fies Pride 20p 47 23.1 34 9 10.8 9 1an. Aug. Habi fies Pride 20p 47 27.10 12.74 82 2.5 4.8 Nov. June Had perty 77 13.10 13.4 0.2 3.3 May Nov. Hall a Nov Vig Ord 77 13.10 13.4 0.2 5.9 Feb. July Hall care K 10p 25 18.3 — Apr. Oct Hall	en Carrier - 214 29 110.0 22 6.71 7.9 May Sept. 1 6.9 50 151 229 17.0 41 6.6 4.5 Oct. May Matthew 349 812 7.1 83.8 2.912.4 Oct. May Mile 50n 10948 12 7.1 83.8 2.912.4 Oct. May Mile 50n 10948 12 7.1 83.8 2.912.4 Oct. May Mile 50n 10948 12 7.1 83.8 2.912.4 U.S. 10948 12 7.1 83.8 2.9 12 7.1 83.8	New No. 189 159 11.0 21 4711.9 Richy (.) 50p 266 118 625 40 34 34 Richy (.) 50p 266 118 625 40 34 34 Richy (.) 50p 268 269 35 269 6.7 Richy (.) 10p 68 2411 4.8 Richy (.) 10p 68 2411 4.8 Richy (.) 10p 68 2411 2.5 Richy (.) 10p 115 118 4.25 4.2 5.9 5.8 Richy (.) 10p 115 118 4.25 4.2 5.9 5.8
	JAJO. Rep. N.Y. Corp. S5 122 ₉ 912 St. 20 44 44 45 45 45 45 45 4	DING INDUSTRY, How. Arribit May Arribit Ma	whand Dranery 192 2021 3.0 6.3 6.2 July Dec. Hav 1 Femiliare 100 59th 9.2 2.62 3.0 6.3 6.2 July Dec. Hav 1 Femiliare 100 59th 9.2 2.62 3.0 6.3 6.2 July Dec. Hav 1 Femiliare 100 50 50 2.0 1.0 1.0 1.0 1.0 1.0 1.0 1.0 1.0 1.0 1	Acter Sia	Black (P) Nikis 115 118 425 42 54 58 58 58 58 58 58 58
1Ap 10ct Treasury 22cc	Ma. is Seder. TRW inc. \$134	en Const 160 299 †5.75 3.1 5.1 9.0 Oct. Mi awr Cen. 197 24.11 †8.44 2.1 6.1(9.1) July Nov. Mi yant 109 27 18.11 †1.58 4.1 8.3 3.2 July Jan Mi Yant 109 33 13.18 2.66 3.4 11.5 (2.8) July Feb. Ni ris. 500 236 8.1 49.0 3.4 5.4 6.3 Feb. Ass. Ni ris. 500 236 8.1 49.0 3.4 5.4 6.3 Feb. Ass. Ni ris. 500 236 8.1 49.0 3.4 5.4 6.3 feb. Ass. Ni ris. 500 236 8.1 49.0 3.4 5.4 6.3 feb. Ass. Ni ris. 500 236 8.1 49.0 3.4 5.4 6.3 feb. Ass. Ni ris. 500 236 8.1 49.0 3.4 5.4 6.3 feb. Ass. Ni ris. 500 236 8.1 49.0 3.4 5.4 6.3 feb. Ass. Ni	metrs 189 - 229 2710 5.0 3.4 3.213.0 De triertare 189 - 148 24.12 3.4 4.9 3.3 8.6 May Oct LM She Goldsmith 60 812 43.25 3.7 7.7 4.0 Ang. Mar. Lad liver (G.) "A" 83 812 14.0 5.2 6.9 3.1 July Jan. Jer 190 132 1310 3.7 4.5 4.9 6.6 Jan. Jane John	Deft. 5p - 62 1.5 14.4 2.5 10.1 (4.5 Jan. July 1.5 Jan. Ju	#B005
CORPORATION LOANS 30A 310(8ah) 11/ac 1985 72; 31,912.17 11 10 Birm lan 12/ac 1985 77; 311 12.86 11 11 10 Birm lan 12/ac 1985 700 131 10 13.34	Mr.Ju.S.D. Time Inc. \$1	Ben 10p. 15 299 1.44 311337 3.4 Jame Dec IV. Dev 10p. 180 299 H1235 33 9.8 47 Jan. July P. wood 10p 14 306 422 24 12 34(5) Jan. July P. Wood 10p 14 306 422 21 12 34(5) Jan. Apr. P. Wood 10p 14 306 0.5 2.4 1.8 33 Feb. Oct P. Wood 10p 33 19 2.62 2.4 1.4 5.2 Feb. Sept. P. Wood 10p 33 19 2.62 2.4 1.4 5.2 Feb. Sept. P. Wood 10p 33 19 2.62 2.4 1.4 5.2 Feb. Sept. P. Wood 10p 33 19 2.62 2.4 1.4 5.2 Feb. Sept. P. Wood 10p 33 19 2.62 2.4 1.4 5.2 Feb. Sept. P. Wood 10p 33 19 2.62 2.4 1.4 5.2 Feb. Sept. P. Wood 10p 33 19 2.62 2.4 1.4 5.2 Feb. Sept. P. Wood 10p 33 19 2.62 2.4 1.4 5.2 Feb. Sept. P. Wood 10p 33 19 2.62 2.4 1.4 5.2 Feb. Sept. P. Wood 10p 34 2.4 1.4 5.2 Feb. Sept. P. Wood 10p 34 2.4 1.4 1.4 1.4 1.4 1.4 1.4 1.4 1.4 1.4 1	75 24 17 3 35 1.5 7.4 11.4 laby Feb. Let	SS Singmain 108 13.18 (3.7 3.4 4.9 7.2 0ct. 68 of Group 108 13.18 (3.7 3.4 4.9 0ct. 68 of Group 108 13.18 (3.7 3.4 4.9 0ct. 68 of Group 108 13.18 (3.7 3.4 4.9 0ct. 68 of Group 108 13.18 (3.7 3.4 4.9 0ct. 68 of Group 108 13.18 (3.7 3.4 4.9 0ct. 68 of Group 108 13.18 (3.7 3.4 4.9 0ct. 68 of Group 108 13.18 (3.7 3.4 4.9 0ct. 68 of Group 108 13.18 (3.7 3.4 4.9 0ct. 68 of Group 108 13.18 (3.7 3.4 4.9 0ct. 68 of Group 108 13.18 (3.7 3.4 4.9 0ct. 68 of Group 108 13.18 (3.7 3.4 4.9 0ct. 68 of Group 108 13.18 (3.7 3.4 4.9 0ct. 68 of Group 108 13.18 (3.7 3.4 4.9 0ct. 68 of Group 108 13.18 (3.7 3.4 4.9 0ct. 68 of Group 108 13.18 (3.7 3.4 4.9 0ct. 68 of Group 108 13.18 (3.7 3.4 4.9 0ct. 68 of Group 108 13.18 (3.7 3.4 4.9 0ct. 68 of Group 108 13.18 (3.7 3.4 4.9 0ct. 68 of	yBraumer #1.120 341 19 55 43 17/12 LBrengreen 10: 42 112/80,5 43 17/12 Zidegend Proc. 5p. 32 17/75 Zidegend Proc. 5p. 32 17/75 Zidegend Proc. 5p. 21 112/241 15/16.4(S2) LBridgend-G 200: 21 112/241 15/16.4(S2) LBridgend-G 200: 21 112/241 15/16.4(S2) LBridgend-G 200: 21 112/241 15/16.4(S2) LBridgend-G 200: 21 112/241 15/16.4(S2)
[] [District The 150, 11] [22] [22] [22]	3.36 Mr.Je.S.D. Woolworths \$32. 115-st 23.12 48c — 18 Aug. Oct. Block	es 20p. 100 239 1639 16 91 29 Dec. James R Circle 51 386 19 5150 31 56100 Har. Sept. R on Lime - 188 239 17.63 1510.1 9.6 Mar. Ot. R oredging - 25 1176 — 38.7 Dec. July Redging - 25 1278 00 188 289 189 189 189 189 189 189 189 189 189 1	arrier (etc. 50 54 21 23 33 61 52 Jan. Aug Lio appect 10p 56 261 643 12110 (lib) Jan. Joly Lo appect 10p 56 261 643 12110 (lib) Jan. Joly Lo enfort 50 16 26 1125 23 1 67 Jan. Joly D	TREE 1 26 30 2 46 0 1.6 1894	8rt. Circ T. 12/50 66 166 621 33 43 73 68 68 61 5 74 68 61 14 60 23 11 19 45 25 66 57 40 68 61 14 62 23 11 19 45 25 66 57 40 68 61 14 61 1
24A 243(Lardff 1)c. 1986	Ma.S.J.D. Bic. Mootreal S2	Hidgs 61 710 125 3.6 5.9 6.8 April Oct. S	D. 25491.12-0 18 276 — — — June Janier Servuel (H) A 144 121 1625 27 62 82 Oct. Apr. Me 27 62 82 Oct. Apr. Me	16rd 92 0.84 7.5 0ct. Ma eggitt 50 4 13.10 m2.27 3.4 7.4 5.3 Feb. Ass	r Brustons (Muss) 82 1310 19.06 14 15.8 60
	12.76 F. Miylari N. Cari. Imp. 18t. \$2 . 101\(\) 29.12 \$1.80 . 5.7 Nov. July Carri 12.62 July Jan. Los. Pacific \$5 . 104\(\) 30\(\) 191\(\) 49\(\) 13.16 July Jan. D. Age Oeb. \$100\(\) 30\(\) 191\(\) 49\(\) - 13.2 July Jan. D. Age Oeb. \$100\(\) 30\(\) 191\(\) 49\(\) - 13.2 July Jan. D. Age Oeb. \$100\(\) 30\(\) 191\(\) 49\(\) - 13.2 July Jan. D. Age. Oeb. \$100\(\) 27.5 \$1.12 - 4.8 Nay Nov. Lears 13.4 July July July July July July July July	John) — 90. 316 1123 3.0 8.9(42) Feb. Ans. S 77 77 10 123 3.0 8.9(42) Feb. Ans. S 12 Rodotone 7412 1.9 (25.4%) 2.8 6.8 7.1 Dc. Apr. S 19 255 3.3 8.9 3.8 Jan. July 1 19 101 114 125 3.3 8.9 3.8 Jan. July 1 1 101 114 125 3.3 8.9 3.8 Jan. July 1 1 101 114 125 3.3 8.8 3.8 Jan. July 1	tend & Sim A 44 121 13.25 2.510.5 4.5 Jan. Septimire 10p 14st 12 12 12 1 + Nov. July Me amrie 20p 45 16.6 15 3.8 4.8 75 May Nov. 14st 10p Prots 10p 59 2.11 2.25 3.7 5.4 5.5 July Jan. Me	ole (M) 20p. 1112 288 7.9 2.7 10.1 4.1 Dec. June 112 13.10 7.9 2.7 10.1 4.1 Dec. June 112 13.10 5.95 1.8 8.9 (7.6) May More Engry 95 10.11 5.95 1.8 8.9 (7.6) May Sec. June 112 123 13.5 (8.5) 1.8 8.9 (7.6) May Sec. June 112 13.5 (8.5) 1.8 8.9 (7.6) May Sec. June 112 13.5 (8.5) 1.8 8.9 (7.6) May Sec. June 112 13.5 (8.5) 1.8 8.9 (7.6) May Sec. June 112 13.5 (8.5) 1.8 8.9 (7.6) May Sec. June 112 13.5 (8.5) 1.9 (8.5)	77. Carrier 200
COMMONWEALTH AND AFRICAN LOANS	Marie S.D. Imperial Oil 115 282 S140 — 42 Oct April Cross	tryside (150 150 150 146 13 4326.1 Oct. May) h (0.) 20p 152 159 146 13 4326.1 Oct. May h (0.) t (0.) 138 1944 21 46 (21) May h (0.)	Amtoria 20p. 95 118 8.0 3212.0 2.9 Nov. July No. Walker (Jss.) 84 219 4.0 3.4 6.8 4.8 Sept. Feb. No. Do. N.V. 74 2.9 4.0 3.4 7.7 4.2 Jan. Aug. P. Naring & Gibow 124 19 5.5 2.7 6.3 8.2 Jan. June P. Naring & Gibow 124 19 6.7 6.3 8.2 Jan. June P. Naring & Gibow 124 19 6.7 6.3 8.2 Jan. June P. Naring & Gibow 124 19 6.7 6.3 8.2 Jan. June P. Naring & Gibow 124 19 6.7 6.3 8.2 Jan. June P. Naring & Gibow 124 19 6.7 6.3	accepted 13 1316 45.84 15 4535 May 0.0 cooler print from 13 1316 45.84 15 4535 May 0.0 cooler print from 151 151 151 151 151 151 151 151 151 15	cawoods 202 812 53.5 4.6 2.5 18.1
1A 10 Aust. 5-pec '81-82 944 29.8 5-96 1J 1D 0o fore 1981-83 955 1.10 7.13 11a 1J.N.Z. 7-face 1988-92 752 112 112 0 15J 15D 0o. 7-pec 83-86 98.4 257 113 114 1N Sta. Aust. 978-1. 98.4 257 9.94 1A 105 Final 2-pec Non-Ass 120 7.1 16-12 120 0 0o. 43-pe 87-92 Assid. 28 7.1 16-12 2 2	13.43	tergit Cors. 85 Mill 4.0 33 6.7 55 Jan. Sept. 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	What Mill 100 322-28 1278 21.6 - 3 3 - Apr. Nov. Pr Millican Warter 57 29.9 86.29 1.618-5.4 Sept. Mar. Pr Modworth 54 1.9 24.92 1.3 \$ 7.5 Jan. July R. Nov. Ray Nov. Proc. 1.3 - 4 7.5 July 3.2 R.	riest (Berl) 578 1012 Sept. A. C.F. Holdings 23 1012 Sept. A. Se	21/2
FINANC	CIAL TIMES July Fred Cigation May Citaty July Feb. Giese July Ct. Giolo July Ct. Giolo Control Cigation Control C	th Kuter 7 71 29 4.62 3.2 3.3 4.5 Ford Br. 55 7.7 29 4.62 3.7 7.4 4.2 June Decl. mrsi. J. 10 8. 24 14.3 1.25 3.7 7.4 4.2 June Decl. mrsi. J. 10 8. 29 4.2 13.3 1 2.5 Lago W. 8. J. 46 29.9 4.2 13.3 1 April Nov. 20 W. 8. J. 47 4.5 5.7 April Nov. 20 W. 8. J. 47 4.5 5.7 April Nov. 20 W. 8. J. 47 4.5 5.7 April Nov. 20 W. 8. J. 47 4.5 5.7 April Nov. 20 W. 8. J. 47 4.5 5.7 April Nov. 20 W. 8. J. 47 4.5 5.7 April Nov. 20 W. 8. J. 47 4.5 5.7 April Nov. 20 W. 8. J. 47 4.5 5.7 April Nov. 20 W. 8. J. 48 4.5 W. 20	A.R. Electronic. 180 29.9 7.5 2.010.7(5.6) Rov. May/R RAIr Call 157 - b2.63 3.3 2.418.4 Apr. Rot. Arrichad 135 1310 903.3 4.6 3.513.9 Apr. Pcb. R	form H rain 10p 55ml 92 42 2410 9 45 Apr. J enold 51 58 812 +8.0 1.0 46.1 Apr. J	ner Clarate (Clement) 69 2011 12.42 5.1 3.5 15
PUBLISHED IN	LONDON & FRANKFURT Bracken House, 10 Cannon Street, London EC4P 4BY ments: 885033. Telegrams: Finantimo, London. Aug. Lay Aug. Lay	71 GP, 100 22 817 275 2317.9(29)	HAscot TV.Rest. 6] Jan	ichards of Leic. 40 13.10 4.3 0.815.9 1.5 0.815.9	Selfy Coasts Pope 20s 35 77.00 24 3.1 9.8 1.5 2.5
Telepho	one: 01-248 8000. pe) i.td., Frankenallee 68-72, 6000 Frankfurt-am-Main 1. April A	rmsham	#Baker Elec. 100 55 - 163.85 2010.0 5.8 Jan. July Serec 61 1811 5.49 32 261.0 16.1 July Serec 100 17.7 July 10.11 5.49 3.2 261.6 July Dec. Serec 100 27 1811 1.27 3.2 261.6 July Jan. 6 Brocks 100 27 1818 1.38 2.1 7.1 9.7 July Bulgin 'A'50 27 1818 1.38 1.38 1.48 1.48 1.48 1.48 1.48 1.48 1.48 1.4	mith (Whit.15p. 11 226 - 22146 42 Dec. 5 peer & Jackson 92 1011 4937 22146 42 Dec. 5 peer & Jackson 93 33 Apr 6	Crosh-We76 10c. 72 166 th0 44 3.7 # 32 166 th0 54 3.7 # 32 167 th 100 th
INTERNATIONAL	April Sept Jan April Sept Jan April Sept Jan April Sept Jan April Sept Jan July June July Lake June Oct Leak		Dale Elect 10p 72 19 112 0.9 119.2 July Jan.	Staveley Inds. 51, 259 2411 (13.0 2.3 7.247.2) Apr. 5 Stone-Platt	Ang. De La Rue 885 x211 139 8 2.7 41154 ang. De Ca Rue 897 x22 x211 2 x22 x22 x22 x22 x22 x22 x22
EDITORIAL OFFICES Ansterdam: P.O. Box 1296. Amsterdam-G. Telex: 16527 Tel: 276 796 Birmhogam: George Rei., 815 1PG Telex: 338650 Tel: 021-454 0922	Manchester: Queen's Hse., Queen St., M2 SHT Telex: 666813 Tel: 061-834 9381 Mexico City: Pases de la Reforma 122-10, Mexico 60F. Tel: 53513-68 Mexico Education (1.0. Apartment I. Mossow.	gg (John) "A" 37 1319 287 3311 1 36 Feb. July Ram (L) £1. Rep. 37 1319 287 3311 1 36 Feb. July Ram (L) £1. Rep. 37 2411 77.0 2411 5 4.8 May Dec. Arrange (W). 87 2411 77.0 2411 5 4.8 May Dec. Arrange (W). 88 2412 66 16 16 10 707.0 10.4 Juny Ram (Parist. 10 27.10 145 31.0 23 2 3 2 3 3 36 Feb. Qct. 27.10 145 32 2 3 2 3 2 3 3 6 Feb. Qct. 27.10 145 32 2 3 2 3 2 3 2 4 3 4 8 Nov. Arrange (H) (Y, J). 240 2 251 7.0 4 2 4 2 4 3 May Nov.	Doming & M. 10p 22 10 11 1.65 2 11 11 1 2 0ct. May 1 0c	Ter. Abras. 10p 37 24.12 3.17 3.1 12.3 3.5 June 17er. Abras. 10p 37 24.12 3.17 3.1 12.3 3.5 June 17er. Abras. 10p 37 4.4 6 June 17er. Abras. 10p 37 4.4 6 June 17er. Abras. 10p 37 4.4 6 June 17er. 17	Oct. (Defey Strum. 10p) ZI 14.4 12.68 1.4 1.78.57 Feb. (Durchonien 20p.) 64 612 73.0 2.8 6.706.27 June (Durchiii (Alfred) 177 24.1111.1199 3.0 1.36.55 June (Durchii (Alfred) 1.57 8.12 5.8 3.314.3.26
Bonn: Presshars 11/104 Henssalee 2-10. Telex: 8869542 Tel: 210039 Brussels: 39 Rue Ducale. Telex: 2228 Fax: 512 1404 Tel: 512 9037	Telex: 7900 Tel: 243 1635 New York: 75 Rockefeller Plaza, N.Y. 10019. Telex: 66390 Tel: (212) 541 4625 Dec. April Oct. Mar. Mar. June	d langhin 6.H. 60 1 194.37 271.17 4.1 langhin 6.Hr. 146 251.15.50 29 4.9 9.4 lan. Aug. moters (Hidg) 147 259 144 2.7 4.318.0 Feb. Aug. Chwirel	Energy Servs. 10p. 311 ₂ 10.11 10.62 3.6 2.831.4 May Oct. Enrishers let. 10p. 26348 92 4.5 6 2.4 6 June Farriell Elec. 20p. 350 13.10 14.0 5.2 1.61.6.9 June Nov. Ferrard 50p. 505 812 66.0 4.1 1.715.6 July Dec.	Tube (mests. C1. 188 1925 1319.985 1 MR. Tubridi 72 125 (3.75 5.0 7.4 2.9 Feb.) 772 125 (3.75 1.5 1.3 6.9 Acr. 127 12	Det. Dweit strum 10p 71-2 16.6 0.24 4 4 4 4 4 4 4 4 4 4 4 4 4 4 4 4 4 4
Caro: P.O. Box 2040. Tel: 936510 Dublin: 25 South Frederick St., Dublin 2. Telex: 25414 Tcl: Dublin 603378 Edinburgh: 37 George Street, EN2 2HN Telex: 72484 Tcl: 031-225 4120	168 Rue de Rivoll, 75044, Paris Cedex 01 Feb. Aug. Ma Telex: 220044 Tel: 297 2000 Jan. July M. Rome: Via della Microte 55. Feb. Sept. Mc	per [Mont. L.] 78 24.12 ±6.25 3.8 ± 3.3 May Nov. bury 4.9 ±6.13.2 1.8 May October [1.9 ±7.10] d1.4 ±1.27.35 ±.9 October 2.8 8.8 5.7 Jan. Juganorrete. 66 1.9 ±0.5 2.8 8.8 5.7 Jan. Juganorrete. 66 1.9 ±0.5 2.8 8.8 5.7 Jan. Juganorrete. 1.9 ±0.5 2.8 8.8 5.7 Juganorrete. 1.9 ±0.5 2.8 8.8 5.7 Juganorrete. 1.9 ±0.5 2.8 8.8 5.7 Juganorrete. 1.9 ±0.5 2.8 8.8 5.7 Juganorrete. 1.9 ±0.5 2.8 8.8 5.7 Juganorrete. 1.9 ±0.5 2.8 8.8 5.7 Juganorrete. 1.9 ±0.5 2.8 8.8 5.7 Juganorrete. 1.9 ±0.5 2.8 8.8 5.7 Juganorrete. 1.9 ±0.5 2.8 8.8 5.7 Juganorrete. 1.9 ±0.5 2.8 8.8 5.7 Juganorrete. 1.9 ±0.5 2.8 8.8 5.7 Juganorrete. 1.9 ±0.5 2.8 8.8 5.7 Juganorrete. 1.9 ±0.5 2.8 8.8 5.7 Juganorrete. 1.9 ±	G.E.C. 643ad 9.2 18.25 4.9 1.814.2 Apr. Oct. 34 April 245 - u2.52 3.8 1.577.5 Sept. May 8 April 270 133 24.11 1.0 0.8 4.342.7 Use. Oct. 1 U. 50. 148 81243.5 1.9 3.4 18.6 Nov. June	Victors 11	Jan Eleco 10n 64 10.11 d33 25 7.5°67 d44 cleet, ind. Sec. 85 1811 3.75 3.0 6.2 25 an Electrical 8 670 125 015% 33 7.7.38 an Electrical 8 670 125 015% 33 7.7.38 an Electrical 8 6890 27 27 27 27 50 14 25 25 25 25 25 25 25 25 25 25 25 25 25
Frankfurt: Frankensilee 71-81 Telex: 416052 Tel: 7598 234 Johannesburg: P.O. Beax 2128	Telex: 17603 Tel: 50 60 88 Nov. May Me Tokyo: 8th Floor, Nihor: Keizai Shimbun Jan. July Mi Buikting. 1-9-5 Otemachi. Chiyoda-ku. June Ne Fax: 245 0368 Tel: 241 2920 Ang. Feb. Nov.	d Engineers 21 279 3.0 24214 24 January and (A) 25 11.8 (1.25 — 7.11 — Oct. Apr. and (A) 27 101 47 98 26 8.8 5.3 Jan. Jun	Jones Stroud 56ml 7.2 93.4 1.31.3 3.3 June Kor. 1.50 27.10 16.58 2.5 3.5 15.8 July Oct. 1.0 27.0 1.0 27.0 1.0 27.0 1.0 27.0 1.0 27.0 1.0 27.0 1.0 27.0 1.0 27.0 1.0 27.0 1.0 27.0 1.0 27.0 1.0 27.0 1.0 27.0 1.0 27.0 1.0 27.0 1.0 27.0 1.0 27.0 1.0 27.0 1.0 27	Weeks Association 712 26 1161 02 1 - Jan.	Se De Emian Corp. S1 513% A310 (\$2.40) — 7.8
Lisbon: Praca de Alegra 36-10, Lisbon 2. Teles: 12533 Tel: 362 508 Madrid: Espronceda 32, Madrid 3. Tel: 441 6772	Washington: 914 National Press Bolleting, Feb. Aug.Pt Washington: 9.C. 20045	19 19 19 19 19 19 19 19	Max May Max May Max May Max May Max May Max May Max	Weltram Eng's. W. Sum Sog 101 Westland. Westland. 132 24 113 34 23 30 Feb. Whessoe. 153 Whessoe. 154 Whessoe. 154 Whitessoe. 155 Whilessoe. 156 277 381 381 381 381 381 381 381 3	Nov. Esperanza 121-0 153-01 9.2 6.7 1.3 53-01 155-0
ADVERTISEMENT OFFICES Birminghams George House, George Road, Telex: 338650 Tel: 021-454 0922 Edinburgh: 37 George Street, Telex: 72484 Tel: 031-226 4139	Frankfurt: Frankenatice 68-72. Tetex: 416193 Tel: 7578 1 New York: 75 Rocketeller Plaza, N.Y. 10019. Telex: 238409 Tel: (212) 487 8300 Nov. May R. Juny Dec Ru Dec. July Nov. Ri Nov. May R. July July July July July July	digard	n. Normand El. Zip. 28 24.23 3.0 2.315.33 4.0 Johy Jan. E. Perkin-Emer 460 2203 11.8 24.95 - 12.01 - Apr. Nov. May Pettow Hidg 10p 40 25.12 40.15 - 1 - Feb. Asp. F. Phicom 10p 32 23.9 3.10 0.9 4.5 183.3 Oct. C. Philips Fin. 55.95 548 53.11 655.95 - 12.37 3.4 5.1 May Philips Lo. F10.1 355 16.12 D1993 1.7 9.4 6.1 Jan. May 3.5 3.	Noisiy Hughes 255 R.10 125 5.0 7.7 3.9 Jan. 1.0	Jan Fenner (J. H.) 151 812 9.6 2.6 8.5 45 July Ferguson Ind 68 211 55 3.211-8 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1
Telex: 72984 Tel: 031-226 4139 Leeds: Permanent House, The Headrow. Tel: 0532 454767 Manchester: Queen's House, Queen Street. Telex: 666813 Tel: 062-834 9381	Paris: Centre d'Affaires Le Louvre, 168 Rue de Rivell, 75044, Paris Cedex 01. Telez: 220044 Tel: 277 2000 Telez: 220044 Tel: 277 2000 Telez: 220045 Teles: 127104 Tel: 275 4050 divertisement representatives in	13.10 13.11 13.1	Tipito Hids. 20p. 156 19 48 51 44 55 12 12 12 12 12 12 12 12 12 12 12 12 12	OD, GROCERIES, ETC. Dec. Dec. Dec.	May Follow Mints 120 249 2412 214 1612 248 249 2
Central and South America, For fair	Mich before human	Armac Scip	p. reason executes. 2338 12 25 12 46 15.6 18.1 Jun. Jun. 3.7 268 25 12 46.6 Mar. Sept. Sep	e Asc. Biscrutt 20p 57 24 11 4.44 12 11 11 (9.8) Feb. 1 434 48 4.07 33 14sy 1 14st 1 15 15 15 15 15 15 15 15 15 15 15 15 1	Ann. French Thor. 10p 125 11.6 10 11.6 10 11.6 10 11.6 10 11.6 11.6
Financial Times, Bracken	House, 10, Cashidh Street, Louisia 2547 451. Mar. Oct. V Apr. Oct. V	159 1.175 3.2 5.9 7.8 Agr. On Proceedings of the Control o	Sound Differ. 5p. 84 118 1.05 18 1.8 GMb May No.	Barrier & D. Zip. 16 121 4 89 4 5.4 4 Jan. 28 28 28 28 28 28 28 28 28 28 28 28 28	Oct (Staro 50p
Subscription departments: Particular	and beokstalks workhwide or on regular subscription from the in London (tel: 01-623 1211). Frankfurt, New York and Paris June's Jan. June'	## Frost 48 812 3.75 3.8 11.2 3.7 Apr. N. Freshrick Frosts 48 812 3.75 3.8 11.2 3.7 Apr. N. Freshrick Frost 48 812 3.75 0.5 13.8 Dec. J. Westlem Bros 18.8 18.9 0.7 13.8 0.7 13.8 0.7 13.8 0.7 13.8 0.7 13.8 0.7 13.8 0.7 13.8 0.7 13.8 0.7 13.8 0.7 13.8 0.7 13.8 0.7 13.8 0.7 13.8 0.7 13.8 0.7 13.8 0.7	me Tele. Revitals	rill Bejain 100	per la rumanose 21p 35 157 31 ZASAN
Liverpool and	id Manchester, Tel: 246 8026 Oct. July Jan. June	Vimpey (Geo) 96 27 in 12.25 51 3.4 6.4 Jan.			

7 "lease"

40 lunerest
11 Lestroke
40 legal & Sen
15 Les Service
30 Lloyde Rank
22 Lordon Brick
22 Lordon Brick
46 Legal & Sen
16 Meris, & Spore
6 Michard Book
6 N.E. I.
17 P & O DM.
17 P & O DM.
27 Rand Flect
38 Rank Ore,
39 Rank Ore,
59 Rand nank
22 Sears

Financial Times Monday February 23 1981 INSURANCE---Continued TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

TEXT

LEISURE ## 1273 | 1273 | 1274 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | 1275 | SHOES AND LEATHER Der. Booth (Intr/1) ... 55
Dec. Footwear Invs. 46
Jame Garnar Scotblair 70
June Heestlan, Sins 50. 32
Sept. K Shoes ... 93
Oct. Lambert Htt. 25p 33
Oct. Lamberd & Burt's 39
May Pittard Grp. 48
Aug. Scott (Devid 10p 26
Nov. Strong & Fisher 1
Stylo Shoes ... 140
June Ward White ... 55

May Neurray Clydesdale
Do. B
Nov. Murray Glendevon
Do. 'B'
Sept. Murray Northn. ...
Do. 'B'
Aug. Murray Northn. ... **TEXTILES TOBACCOS** TRUSTS, FINANCE, LAND Investment Trusts

SOUTH AFRICANS

PROPERTY—Continued

Central African

165 29 990 19312

185.50 400 23,9 230 1833,7

185.50 28 1210 6 15 29

185.50 185.50 185.50

185.50 185.50 185.50

185.50 185.50 185.50

185.50 185.50 185.50

185.50 185.50 185.50

185.50 185.50 185.50

185.50 185.50

185.50 185.50

185.50 185.50

185.50 185.50

185.50 185.50

185.50 185.50

185.50 185.50

185.50 185.50

185.50 185.50

185.50 185.50

185.50 185.50

185.50 185.50

185.50 185.50

185.50 185.50

185.50 185.50

185.50 185.50

185.50 185.50

185.50 185.50

185.50 185.50

185.50 185.50

185.50 185.50

185.50 185.50

185.50 185.50

185.50 185.50

185.50 185.50

185.50 185.50

185.50 185.50

185.50 185.50

185.50 185.50

185.50 185.50

185.50 185.50

185.50 185.50

185.50 185.50

185.50 185.50

185.50 185.50

185.50 185.50

185.50 185.50

185.50 185.50

185.50 185.50

185.50 185.50

185.50 185.50

185.50 185.50

185.50 185.50

185.50 185.50

185.50 185.50

185.50 185.50

185.50 185.50

185.50 185.50

185.50 185.50

185.50 185.50

185.50 185.50

185.50 185.50

185.50 185.50

185.50 185.50

185.50 185.50

185.50 185.50

185.50 185.50

185.50 185.50

185.50 185.50

185.50 185.50

185.50 185.50

185.50 185.50

185.50 185.50

185.50 185.50

185.50 185.50

185.50 185.50

185.50 185.50

185.50 185.50

185.50 185.50

185.50 185.50

185.50 185.50

185.50 185.50

185.50 185.50

185.50 185.50

185.50 185.50

185.50 185.50

185.50 185.50

185.50 185.50

185.50 185.50

185.50 185.50

185.50 185.50

185.50 185.50

185.50 185.50

185.50 185.50

185.50 185.50

185.50 185.50

185.50 185.50

185.50 185.50

185.50 185.50

185.50 185.50

185.50 185.50

185.50 185.50

185.50 185.50

185.50 185.50

185.50 185.50

185.50 185.50

185.50 185.50

185.50 185.50

185.50 185.50

185.50 185.50

185.50 185.50

185.50 185.50

185.50 185.50

185.50 185.50

185.50 185.50

185.50 185.50

185.50 185.50

185.50 185.50

185.50 185.50

185.50 185.50

185.50 185.50

185.50 185.50

185.50 185.50

185.50 185.50

185.50 185.50

185.50 185.50

185.50 185.50

185.50 185.50

185.50 185.50

185.50 185.50

185.50 185.50

185.50 185.5

Diamond and Platinum



EEC clampdown on steel aid urged

steel mergers and co-operation are the key elements in two con-fidential European Commission reports shortly to be sent to member Governments.

One of the reports also indicates that the British Government's decision to notify the EEC authorities of any capital increases for the British Steel Corporation, as a form of sub-In future all capital injections for public sector steel producers

The two steel documents set sory showed that EEC restructions Brussels advance not out the Brussels Commission's turing efforts "remain insufficient aid projects, it says.

Jebsens to

in offshore

By William Hall, Shipping

JEBSENS, the Norwegian ship-

contacting institutional inves-

tors later this week. The inten-tion is to place the 49 per cent

stake with about 30 institutions.

A quotation on the unlisted

securities market is planned for

some time this year.

Few UK companies are in-:

volved in the offshore drilling

market, which is experiencing

boom conditions. Consequently.

the placement is expected to attract considerable investment

interest. The only other quoted

company with a stake in this

market is KCA which recently

hought a half-completed drill

ship and has well publicised

plans to build several semi-sub-

Jebsens Drilling, the UK drilling operation, owns two

first generation semi-submer-

As a result of the upsurge in

rigs have jumped from \$18,000

\$100,000 a day. The boom in

Jebsens Drilling is owned by

the family shipping company.

Kristian Jebsens Rederi of Bergen. The UK company was set

up in 1979 and the two drilling

rigs, which were acquired fol-lowing the collapse of Norway's

Waage shipping group, were transferred to the UK flag.

The dynamically positioned drill ship. Pacnorse 1, was

delivered from Scott Lithnow

Drilling.
"Attractive" sale, Page 6

Men and Matters, Page 14

Continued from Page 1

should be stationed in develop-

ing countries where Soviet in-

fluence was increasing. The Soviet invasion of Afghanistan, he said, and the

West's response, indicated a need to rethink NATO's role

and to consider an "out of area"

whether NATO, as constituted.

However, the European res-

ponse appears to have disappointed the British, who are

beginning to regard themselves

as the only hawks and are look-

continue until 1983 at least.

mersible drillings rigs.

sell stake

drilling

A TOUGH clampdown on State aids to EEC steelmakers and a potentially controversial relaxation of Common Market competition rules to promote more injections may be copied

setting the theme at a special for, meeting here on March 3 of the EEC Council of Ministers to examine the steel crisis.

The ministerial talks are also due to consider the future of the regulations which compulsidy, is to be used as a model sorily curb steel production and for the rest of the Community, are due to expire on June 30. sorily curb steel production and The Commissions communication to the council on restrucwill be subjected to scrutiny by turing carefully avoids urging the Commission, whereas before only direct cash grants had been viewed as notifiable aid.

a renewal of the regime. But first year of the code's existence the fact that the production member states have used proving the fact that the production member states have used the fact that the production member states have used the fact that the production member states have the fact that the production member states have the fact that the production member states have the fact that the production member states have the fact that the production member states have the fact that the production member states have the fact that the production memb

policy proposals on aid and cient and that a reinforcement restructuring. They are aimed at of Community policies is called

The Commission's, first report on the steel aids code adopted a year ago by member governments makes it plain that Brussels intends in future to use its treaty powers to enforce full observance of the code.

The 15-page document warns that emergency aids granted by EEC governments risk becoming permanent subsidies. In the Brussels advance notification of

Belgium and Italy are both singled out as states where steel aids have not been suffi-ciently geared to restructuring. as the code demands. At the other end of the scale, the UK's initiative in notifying Brussels of all capital injections to the BSC, has led the Commission to demand that all member states should also notify public sector capital subscriptions as a form of financial aid to steel.

The tone of the Commission's document on aids, with its statement that Brussels "will no longer tolerate" aids other than within strict limits, is unusually harsh. The accompanying report on restructuring emphasises that steel is certain to remain in serious crisis for the foresceable future.

Time for trade move, Lombard Page 12

Waxman from Winnetka may be U.S. ambassador

BY JUREK MARTIN, U.S. EDITOR, IN WASHINGTON

PRESIDENT Ronald Reagan appears on the verge of choosing Mr. John Jeffry Louis, a businessman, who contributed heavily to the Republican Party. as U.S. Ambassador to Britain. Neither U.S. nor British diplomatic sources in Washing-ton would confirm the imminping group, is planning to sell a 49 per cent stake in its UK ent selection of Mr. Louis, as

offshore drilling operation to British investors. The sale, which will take the form of a private placement, is expected to reported in yesterday's Washington Post, Sir Nicholas Henderson, the British Ambassador, said he had been told Hamoros and Houre Govett. Jabsens' UK advisers, will be nothing by the Administration, and had never heard of Mr. Louis: but added that the newspaper story sounded "authorita-Mr. Louis was away from his

home at Winnetka, Illinois, but his housekeeper, an Englishwoman from Sussex, said he was expected to be in Washington later this week, presumably to be introduced to Mrs. Margaret Thatcher: who arrives on Wednesday for official talks with the Reagan Administra-

Mr. Louis, 55, married, with three children, is a member of the Johnson's Wax family and still sits on Johnson's board.

But his principal activities in commerce have been in broadcasting and publishing. From its foundation in 1968 until its takeover by Gannett in 1979, Mr. Louis was chair-man of Combined Communications luc., which owned such prominent U.S. news-papers as the Cincinnatti Enquirer and the Oakland Tribune.

He was the fifth largest individual financial backer of Mr. Nixon's 1972 re-election campaign. donating over \$280,000, and is thought to have made substantial con-tributions to Republican causes in 1980. appointment of Mr. Louis would

he much in the would of that of Mr. Walter Annenberg under President Nixon, and coinciden-Assuming it is made, the tally a publications magnet.

He appears to have no known expertise in foreign affairs. as was the case with Mr. Annenberg. But it seems obvious that Mr. Reagan will pursue the traditional Presidential prerogative of rewarding friends and contributors with ambassadorships, rather than, as President Carter sometimes sought drawing on the Diplomatic Service

Sclection of Mr. Louis is also likely to provoke humorous British responses. Already in diplomatic circles certain epithets were being bandied around, such as "The Wax Man Cometh" or "Polishing up Britain." His present home town, it so happens, gave the name to a well-known big band tune of 40 years aso "Rig tune of 40 years ago, "Big Noise from Winnetka."

6 David Tonge writes: The Foreign Office knew nothing about whether Mr. Louis would he proposed by the Americans: it said in London. No request for an agreement—the necessary approval by Britain-had been presented.

Soviet Congress opens today

BY DAVID SATTER IN MOSCOW

the Sinbad Saxon and THE TWENTY SIXTH Congress reopen the cold war. the Aladdin—and a dynamically positioned drill shup (positioned by its own engines), the Pactor of the Soviet Communist Party opens in the Kremlin today of the U.S. of carrying on an offensive against detente. This norse 1. dent Leonid Brezhnev against offshore drilling activity, rates West tension and concern over for semi-submersible drilling the state of the Soviet economy riss have jumped from \$12,000; the state of the Soviet economy

Mr. Brezhnev's keynote will be day in 1978 to close to carefully studied in the West for offshore drilling is expected to signs of a tougher foreign policy, but his remarks may have been foreshadowed in a weekend article by Marshal Dmitri Ustinov, the Soviet Defence Minister, who accused the West of preparing for a military conflict and trying to

Brezhnev's speech today which. in keeping with past practice.

should include an exhaustive

review of Russia's international

state of the economy, which has been plagued by fund shortages

and slowing growth. Many Soviet citizens remember the pledge of the former Polithura. leader.

Khrushchev, who promised at

the 22nd Congress in 1961 that !

More than 5,000 delegates will attend the Congress in the modern Kremlin Palace of Congresses, as will representatives of more than 100 Communist Mr. Brezhnev will review the and Left-wing parties and tate of the economy, which has movements abroad as "fraternal delegates.

The Congress ends on March 3 with election of the ruling

Planning the unplannable,

Probe of three mergers urged

BY HAZEL DUFFY AND CHRISTINE MOIR

sens has bought control of this director general of Fair Tradcompany and Paenorse 1, in recommended late last which Santa Fe has a 10 per week that the Monopolies Com-cent stake, is part of Jebsens mission should intervene in three important proposed mergers — European Ferries intended bid for Sealink, the car ferry side of British Rail; British Rail's own plans to merge its hovercraft business. Seaspeed, with Hoverlloyd; and the bid proposed by Enserch Corporation of Texas for Davy Corporation in the engineering terday where Mr. Pattie sector. suggested that NATO troops The

The three bids have yet to reach the Monopolies Commis-

with a special interest in ship-minence, ping, nor Mr. John Biffen. This let Secretary of State for Trade. accept the Office of Fair

Trading's recommendations. But decisions are likely soon. The recommendation that the Monopolies Commission should look at the Seaspeed/Hoverlloyd plans at the same time that European Ferries' offers to take Sealink into private ownership. is a surprise

The possibility of a reference for the hovercraft proposalswhich would involve the total sion. So far, neither Mrs. Sally cross-Channel hovercraft fleet- OFT report on Raleigh, Page 6

in 1979 and was initially owned:
by an associated company. Jeb. MR. GORDON BARRIE, the Opponheim, the Trade Minister has not been given much pro-

This led Mr. Keith Wickenden. chairman of European Ferries. has yet decided whether to to believe that his own bid of up to £50m for Sealink, would

inpo reference. For Davy, a Monopolies Com-mission reference would be the best hope of being able to fight off the bid from the Dalias-based i energy and contracting group. Enserch is proposing to offer a mixture of its own shares and dehenture stock, which at the time of the announcement just over two months ago valued Davy shares around 190p.

Cabinet to review BR investment

British Rail's current invest-

BY LYNTON McLAIN, TRANSPORT CORRESPONDENT

The Government has been pressing its NATO European THE FUTURE secure of the stat

electrify more lines at a cost white paper.

of up to £775m over 20 years The Cabinet is expected to investment its case for a two-thirds inhave difficulty in refusing for assected to £450m a year in other further electrification, if only to main rail investment to renew ageing for an initially modest prosafely.

policy and of institutions.
One suggestion that Mrs.
Thatcher may put to President
Reagan is the possibility of setting up a new "crisis management" secretariat, constituted specifically to co-ordinate NATO responses to any future crises

The medical Note miners responses to any future crises similar to that over the invasion of Afghanistan.

Western Europe, despite the re-chairman, that their area will cossion, had become a powerful set the same treatment as that economic force—its joint gross promised to Mr. Arthur Scargill, national product exceeded that Yorkshire NUM president, on national product exceeded that interest positional product exceeded that interest position of NATO's defence Notts miners say that they—like other strike unless there were the Leit-led areas of South satisfactory negotiations about

allies for some time to adopt i needs of British Rail are to be plans call for spending almost a tougher stance. It doubts examined by the Cabinet in its £2.45n by the year 2000 in-

is currently adequate to supervise with what i sees as Soviet expansionism in Afghanistan and, by supervise has Asia. Africa

ment ceiling of £277m a year at

1979 prices was fixed until 1983-

investment assets. BR's total investment gramme, because the review published earlier this month proving the economic case for electrification was a joint Government/BR study.

It is likely that the Cabinet

will consider the case for elec-

ing to the Reagan Administra-tion to initiate a major debate within NATO, both in terms of

Imports of coal threat

The moderate Notts miners

will today demand an assurance Mr. Carlucci declared that from Sir Derek Ezra, the NCB

meeting with the NCB to draw Wales. Scotland and Kent-will the future of the 960-man take action. A delegate confer-ence of the Notts NUM demanded the withdrawal of closure notices on New Hucknall colliery, and withdrawal of the proposed merger of Babbington and Hucknall collieries.

Kent miners voted yesterday to go back to work but said they would maintain their ban

84 in last year's expenditure trification separately from BR's investment ceiling, used largely for asset renewal, is insufficient

The NCB and officials of the

Snowdown colliery, one of only three pits in the Kent coalheld. three mining unions may agree today to revert to the existing joint review procedure for individual collieries, even though Yorkshire and South Wales NUM have withdrawn from it in profest. The board told the unions originally that it wanted to review about 50 pits, and then named 23 for closure in

Record rise in National Savings last month

SAVERS flocked to National Savings in record numbers last month. As a result, the Government is now well on the way to raising the £2bn it aimed to attract from the personal sector in the year

Total receipts for the whole National Savings movement amounted to £691.1m in January and after repayments of £259.8m the net intake at £431.3m, was an all-time high. These figures include accrued interest.

The two star performers were National Savings certificates and the National
Savings Bank Investment
Account. The net inflow into the NSB Investment Account, for example, was the highest for four years and attributable largely to a buge influx of new customers. A record 103,000 new accounts were opened during the

Investors have clearly been enticed by the 15 per cent return, well out of line with competitors like the clearing banks and building societies. A further factor drawing savings was the increase in the maximum permited holding from £50,000 to £200,000. which took effect at the end of January.

Record receipts from savings certificates were the result of continued steady sales of the 2nd Index-linked Issue and a revival in the fortunes of the non-index linked 19th issue.

certificate, returns 10.33 per cent tax free if held for a full five years, first went on offer in February, 1980, when Minimum Lending Rate bad just heen hoisted to a peak 17 per

The recent, albeit gradual. fall in interest rates has made the 19th issue look that much more attractive and to eash in on this the Government lifted the maximum individual holding from £1,500 to £5,000 on January 12. Since then, money has poured in at an average £40m a week. The success of the 19th

issue has in part masked Treasury disappointment with the 2nd Index-linked Issue new Granny Bonds. that these would pull in a net £1.5hn between their launch last November and the end of financial year. Falling inflation and adverse comment in some quarters, however, have dulled the public's response and sales now appear to have settled down at around £40m a week.

Weather

intervals.

London, S.E., and S.W. England, Frost early and late, some snow showers, bright intervals, Max. 5C (41F).

N.W. England, Midlands, Wales, Isle of Man, N. Ireland, W. Scotland, Highlands.

rost, mainly dry, sunny periods, Max. 5C (41F). V.E. England, Borders, S.E. Frost early and late, rather

cloudy, coastal snow showers. Max. 3C (37F). E. Scotland, Orkney and Shetland Sunny intervals, snow showers,

Max. 4C (39F). Outlook: Widespread frost. Mostly dry.

WORLDWIDE

	A.4	₹V: Y'day	١.
			í
		day midday	ı
	,c	°F! °C °F	ŀ
laccio F	10	50 L. Ang. t C 17 63	ĺ
medm. S	1	34 Lurmby, F -2 28	۱
lhens S	16	61 Luxor S 28 82	ł
ahrain S	20	68 Madrid F 11 52	ı
arcina. F	11	52 Majorca F 12 54	1
eirut Ş	17	63: Melaga S 16 61	ſ
ellast Sn	2	36 Malta C 10 50	1
orles Sa	~1	30 M'chatr C 0 32	Ĭ
arritz C	Ŕ	46 Melbrne, C 23 73	ı
ազիա Sո	-1	30 Mamit C 12 54	١
lack of So	ō	32 Milan F 6 43	ĺ
ords R	8	45 Montri + C 3 48	1
oulga. Sa	õ	32 Moscow C -8 18	ì
ristol C	ĭ	34 Munich C -2 28	ı
russela S	ò	27 (Naurok. E 20 na	1
udost Sr	ĭ	34 Naples C 10 50	ł
ardıff C	i	34 Naples C 10 50 34 Nwcstl C 1 34	ı
as'b'ca F	13		ţ
	31	55:N York† C 9 48 88:Nice C 6 43	ì
	31	88 Nice C 6 43	ı
bicit R	-1	45 Nicosia S 17 63 30 Oporto F 12 54	Ĭ
		30 Oporto F 12 54	١
pohyn Sn	-1	30 Oslo S -7 19	1
erlu F	17	60 Paris Sn 1 34	ĺ
envert C	-3	27 Peruh F 25 77	1
ublin P	4	39 Prague Sn -1 30	1
brunk. R	9	48 Rykivi. F -2 28	ı
inbgh F	3	37 Rhodes F 16 61 57 Rame C 9 48	ì
arc F	74		ł
grence S	11	52 Salzbro. \$ 7 45	ì
rankti F	-2	28 S ciscot C 10 50	J
unchal C	15	61 S'pore F 31 88	1
uneva F	.0	32 Sici hm. F -3 27	ı
britt. F	15	61 Straabg. F -1 30	ł
rnsey C	7	36 Sydney C 23 73	I
rnsey C	7	45 Tangier F 14 57	ı
elsıni C	-3	27 Tel Aviv 5 23 73	1
. Hong C	20	68 Tenerila F 19 66	ľ
ınsbrk S	3	36 Tokyo C 7 45	1
ivrnas. P	3	37 T'r'ntof R 4 39	ı
o,Man Sm	1	34 Tunis C 13 55 57 Valencia F 15 59	ı
S Judnett	14	57 Valencia F 15 59	ĺ
ersey C	6	43 Venice = 7 45	ı
Plms, C	17	63, Vienna Sr 0 32	ı.
sbon C	15	59 Warsaw S -1 30	1
corna 9	8	46 Zurich F -2 28	ı
. ,	•	20.	1

C-Cloudy F-Fair, Fq-Fog. H-Had. R-Rain S-Sunny SI-Siget. Sa-Snaw. T-Thunder. then GMT temperatures.

THE LEX COLUMN

Industrial shares lead the way

Despite Friday's setback, the equity market is showing a considerable advance on its mid-January low level, and for once it has been the industrial sectors which have led the way. Last Thursday the Industrial Group Index was up nearly 10 per cent from the lows of January 14, against a 6.6 per cent rise for the All-Share Index. depressed by the dull per-formance of oils, banks and

mining finance.
Investors are sniffing the improvement in earnings that the anticipated cut in short-term interest rates, combined with the recent modest decline in sterling, will bring to manufac-turers and, in the case of the exchange rate especially, to a sector like insurance broking, where shares have advanced sharply. That is not to say that a rapid fall in the pound would be welcomed by the market as a whole; it prefers not to be

Unlike the gilt-edged market, which is burdened with a seemingly endless supply of new paper, equities have been spared a flood of new issues; the only significant offering, from British Aerospace, was found genuinely desirable. Gilt-edged have found it hard to make progress, too, at a time when the Government's cash limits look so rulnerable. It is not surprising that the short end of the gilt-edged market, has been much firmer than long bonds-the combination of lower short rates and the Government's weakening financial grip suggests a steepening yield curve.

Although industrial closures. like those announced by profits are squeezed, the supply Courtaulds and Laporte, last of leasing finance will drop back. week, continue at a frightening rate, the City seems to have got hold of the idea that conditions in the real world are getting no worse. It is confident, too, that the horrible corporate results which will be announced over the next few weeks have been well discounted and that it knows where the dividend cuts are going to come. Over-confident, perhaps: Friday's dividend cut from Dale Electric and the ensuing sharp fall in the share price, followed a bullish statement by the com-pany six months are. There may be plenty of Dales.

The leasing boom of the second half of the 1970s has probably come to an end-for the time being at least-and there is a strong chance that the volume of business done in has led the way here by creat weeks may she 1980 will represent a peak for ing a provision of £52m where their role as some time to come. Last year there was none before). This investors.

LEASING assets acquired DURING YEAR

new business written by Equipment Leasing Association members rose 31 per cent, compared with 80 per cent in 1978 and 48 per cent in 1979. In volume terms the rise in 1980 was 14 per cent; business was concentrated in the first half of the year and part of the rise represents a gain in market share by ELA members at the expense of non-

financial companies.

Recent months have seen an actual decline in the volume of leasing. The immediate cause has been a fall in demand. The 1980 Finance Act was successful, in reducing the volume of car leasing as well as the interest of local authorities in taking advantage of this form of finance. The trend will be reinforced when industrial profits revive: last year's doubling, of plant and machinery business is likely to be reversed. once companies are again able to provide their own tax allow-ances. As the banking sector's profits are squeezed, the supply If Friday's figures from Lloyds Bank provide a guide, the clearers have been

extremely aggressive in the market. Lloyds' new-UK leas-ing business soared to £267m in 1980, from £110m in the previous year, and this goes part of the way to explaining the fine not to say negative—rates that can now be found. Currently there are far fewer non-banks acting as lessors, partly because they cannot compete on such margins and partly because of the general decline in nonfinancial profitability and so in overboard on the payout now.

leasing capacity.

drag on bank net earnings over the next couple of years. Meanwhile two main uncertainties will be resolved on Budget day. The structure of any levy on the banks could well affect the supply of leasing finance, while it is possible that legislation will be introduced aimed at preparating an abuse.

aimed at preventing an abuse by some U.S. banks of the 25 per cent allowance in deals involving foreign goods and

Lonrho/Fraser

Events in the Loncho/House of Fraser battle begin to move swiftly this week, and the tide. —so far at least—is still running Lonrho's way. Within the next few days, the Office of Fair Trading will decide whether to recommend a referral to the Monopolies Commission; there is not much evidence of investigative zeal in Whitehall: The Fraser defence document late in the week will be fol-lowed, on March 4, by Lontho's shareholders' meeting, at which it will seek approval for the bid. It should then be able to buy Fraser shares in the market so long as they stand—as they do at present-below the 150p

bid price.
The Monopolies Commission
1079 that if Lonrho were to try to increase its holding in Fraser beyond 29 per cent " a further reference to us could, no doubt, be made." Official policy on conglomerate mergers, of which this would be a prime example, is tantalisingly unclear. But the OFT might bear in mind Lonrho's emphatic assurance two years ago that it would not attempt to influence the affairs of the House of Fraser, which reads very oddly

Fraser's defence document will have to argue persuasively that the group's net assets (after yet another property revaluation) represent real wealth on which it can earn an adequate return. There is the ticklish problem of the dividend: having argued earlier that to raise the dividend in line with Lonrho's proposals would amount to overdistribution, Fraser cannot go

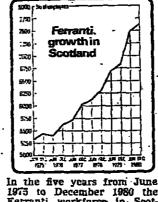
It is not just a question of While the market is likely to how much Fraser can cram into remain extremely competitive, the shop window in its defence the matched decline in supply document. Fund managers must and demand at least produces a be asking themselves whether soft landing. But with the end they can justify selling out for of leasing growth, the banks cash to a company in which will start having to raise many of them are not prepared deferred tax provisions (Lloyds to bold a stake. The next few has led the way here by creat-weeks may show how they see ing a provision of £52m where their role as long-term equity

The second secon

NEWS

Ferranti creates 2,000 jobs in **Scotland**

BUSINESS



1973 to December 1980 the Ferranti workforce in Scotland increased by over 2,000. Enter the SAINT

The Royal Navy is using the first Ferranti Sonar Analysis Initial Trainer (SAINT) to introduce students at Submarine Training School to the basic art of detecting and classifying targets by the noise which they radiate.

Briefly.,, Military radar and missile systems will incorporate the power Q-band isolators intro-duced by Ferranti Profes-sional Components Depart-ment at Dundee.

Czech engineering industry
has bought its fourth Ferranti
CO ordinate measuring

co - ordinate

-ADVERTISEMENT-**©** COMPUTERS

Factory management package

The nucleus of a comprehensive on-line factory management system has been delivered to JPM (Automatic Machines) Ltd of Cardiff by Ferranti Computer Systems Ltd. It consists of two Ferranti Argus Computers with standard software and ten visual display units. JPM, a leading British manu-facturer of electronic amusement and gaming machines, has designed the system around the Ferranti Argus Computers to facilitate factory management functions

through accounting to top level management presenta-

With one Ferranti computer

dedicated to software develop-ment, JPM will be using their own resident team to develop the software required for this project.
Following successful implementation, JPM intend to make the package commercially available as a turn-key system, with prospective users receiving full imple-mentation, back-up and support from the designers.

• GEOPHYSICS

Surveying remote regions

Sheltech Canada of Calgary (a division of Shell Canada Limited) is now using a total of pine Ferranti Inertial Land of time retraint inertial land Surveyors (FILS) for geo-physical survey; work in remote regions FILS operates-entirely independently of any ground facilities such as radio beacons and is a highly accurate self-contained iner-tial restart which provides the tial system which provides the applications surveyor with a straight in this area

forward, rapid method of determining vertical and horizontal position and bearing zontal postnon and nearing information.

FILS is one of a series of systems derived from the airborne havigators produced by Ferranti in Scotland for many of today's military aircraft. Ferranti is finding an increasing range of non-aviation applications for its expertise in this area.

The good news is FERRANTI Selling technology

